A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

WORLD MARKET REPORT
Free World Imports Up 17%

July 27, 1964

International trade fairs 1964–65

Business Bulletins *from around the world*

AUSTRALIA—Trade for financial year ending June 30 was at record levels, provisional figures showing exports of some $3.1 billion, imports of approx. $2.7 billion, resulting in favorable balance of trade of about $444 million. Significant part of high export earnings derived from big purchases of wool by Japan, Britain.

AUSTRIA—Anti-dumping action against low-priced imports of tricot gloves of wool or animal hair (t.n. 60.02-C) approved.

BELGIUM—Sabena, National Railways, Overseas Co. for Industry and Finance, Union of Belgian Cities and Communes, create new organization, Belgian Organizing Center, to establish Brussels as major convention site. Center to provide services as arranging for convention halls, hotel accommodations, interpreters.

CHAD—Statistics indicate that from 1962 to 1963 imports from U.S. nearly doubled to total of $2.2 million, primarily petroleum products, machinery.

CHILE—Jet service between Santiago, Miami to be inaugurated August 17 by Chilean National Airline (LAN) with 3 recently-purchased Caravelle cargo-passenger jets.

DOMINICAN REPUBLIC—Triumvirate of Provisional Government promulgates Law No. 276 exempting sales of public land on which hospitals, clinics, schools, industries are to be constructed from requirement that state-owned lands be sold only by auction. Construction must begin within 6 months after signing sale contract; work must continue without interruption until completion. This land may not be surrendered, transferred to 3rd parties for 10 years.

INDIA—Work begun on $32 million project to convert Mangalore into all-weather port. New harbor to be Ranambur. Upon completion by 1971, Mangalore to be able to handle ships of 60,000 tons capacity, 10 million tons of cargo annually.

ITALY—Varian Associates, Palo Alto, Calif. to establish Italian subsidiary; will build plant on outskirts of Turin for manufacture of electronic components. Products to be sold in Africa, Middle East, Western Europe.

Orbit Instruments, New York, to operate new plant south of Rome for research design, assembly of high precision electronic equipment. Company expects to do business of about $480,000 annually; to sell most of output here, remainder in other European countries.

KUWAIT—Loan for $27.4 million signed between Kuwait Fund for Arab Economic Deevlopment, Suez Canal Authority to finance deepening of Canal to permit passage of vessels of 40-ft. draft, improve Port Said harbor, expand shipyard, repair facilities.

MALAYSIA—Economic growth continues in Sabah, Sarawak. Construction of new deep water facilities in Kuching, Sarawak, under Sarawak Development Plan proposed. Other developments include beginning in Sarawak of new water treatment plant with daily capacity of 2 million gallons when completed in March 1965; land resettlement scheme in Sabah; $3.3 million capital expenditure program to expand present facilities of Radio Sabah.

MOZAMBIQUE—Marracuene Agricola Acucareira, SARL, to construct $15 million sugar mill with annual capacity of 40,000 tons. Operation of plant expected by June, 1965.

NETHERLANDS—Fokker N.V. sells 9 more aircraft of Friendship type—4 F 27M troop transports to be supplied to Sudanese air force; 4 F 27S commercial aircraft to Pacific Airlines; 1 to Scott Paper Co. for use as management plane.

General American Transportation Corp. and Pakhuismeesteren N.V. to set up tank storage plant, form company for hiring out rail cars in Europoort area outside Rotterdam.

NIGERIA—Midwestern Nigeria Government contracts with West German company to construct textile mill at Asaba, cement factory at Ukpilla, plant to manufacture sheet glass, tableware at Ughelli. Total cost estimated at almost $25.2 million.

Eastern Enamelware Factory, Ltd., joint venture of Eastern Nigeria Government, Hong Kong concern, starts production of inexpensive enamelware. Plant to expand shortly in effort to produce 1,500 tons of vitreous enamelware yearly to market in local, rural areas of eastern, northern Nigeria.

SWEDEN—Swedish Atomic Energy Company, A/B Atomenergi, contracts with British Atomic Energy Authority Production Group to purchase plutonium fuel for Agesta reactor. Estimated value of current transaction is $290,000.

Petro-chemical plant now in operation at Stenungsund. Plant is joint operation involving Esso, 2 Swedish firms, Mo och Domsjö, Unifos Kemi AB. Current annual capacity of Esso cracking plant is 180,000 mt. of petroleum gas. Total investment of 3 companies is $42 million with U.S. company invested $24,000,000 of total.

TAIWAN—American-Saint Gobain Corp. of U.S. and Deutsche Tafolglas A.G. of West Germany concludes 5-year licensing agreement with Hsinchu Glass Works Inc., Taiwan, under which inventions for minimizing distortions in sheet-drawn glass to be made available to Hsinchu in return for royalty fees.

TURKEY—Investment proposals by General Electric, approved by Foreign Investment Encouragement Committee, provide for U.S. firm and Turkish Arcelik Co. to produce cooling units for electric motors of under 1 hp. Manufacturing activity to commence before end of 1965. Sealed compressor units planned to have domestic material content of 50% within 3 years.

UNITED ARAB REPUBLIC—RCA signs $2.5 million contract for sale of 20,000 23-inch T.V. receiver kits. In additional $499,000 agreement, RCA to provide parts for U.A.R. T.V. network; spare parts, technical assistance for assembly of T.V. kits.

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the cover

This week's cover showing pictures from trade fairs all over the world points up the popularity abroad of U.S.-manufactured products. The opportunity to sell through exhibitions is there for the imaginative, aggressive U.S. exporter, all the way from Algeria to Yugoslavia. See pages 13-24 for a listing of all world-wide International Trade Fairs.

International Commerce

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July 27, 1964 — Volume 70, Number 30

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8 West Virginians report on trade mission to Europe, say sales possibilities exist for bituminous coal, chemical products, softwood lumber

12 Neil Hurley reports on David Rockefeller's efforts to organize an executives corps; goal is to put 1,000 retired businessmen abroad within 3 years

25 Seven companies presented with an 'E' award for their efforts to raise exports; ice cube machines, lamps, textiles among goods sold

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33 Bank of Tokyo to purchase U.S. raw cotton under Eximbank agreement terms; German electronic equipment dealer indefinitely denied U.S. export privileges

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Quarterly world

(Imports of the 40 world markets shown below totaled $108 billion in 1963, or 87% of all foreign

Values in millions of dollars

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
United Kingdom	13,496	1,399	10.4	Apr.	5,209	588	11.3	+13	+17	3,316	3,152
Germany, Fed. Rep.	13,094	1,988	15.2	Apr.	4,525	660	14.6	+ 7	+ 3	6,960	7,758
France	8,732	901	10.3	Apr.	3,521	406	11.5	+21	+27	4,437	4,979
Italy	7,539	1,028	13.6	Apr.	2,729	366	13.4	+23	+19	3,529	2,825
Japan	6,737	2,078	30.8	Apr.	2,667	848	31.8	+29	+31	2,043	1,996
Canada	6,618	4,486	67.8	Apr.	2,390	1,727	72.3	+11	+10	2,609	2,506
Netherlands	5,966	649	10.9	Apr.	2,347	247	10.5	+18	+17	1,953	2,056
Belgium-Luxembourg	5,112	472	9.2	Mar.	1,453	130	9.0	+17	+11	1,860	1,955
Sweden	3,389	341	10.0	Mar.	938	102	10.8	+14	+18	803	781
Switzerland	3,255	281	8.6	May	1,479	137	9.2	+11	+12	2,637	2,744
Australia	2,782	593	21.3	Mar.	742	166	22.4	+ 8	+34	1,397	1,942
India	2,261	715	31.6	Apr.	789	233	29.5	+([1])	+11	620	642
Denmark	2,120	189	8.9	Apr.	851	69	8.1	+ 8	+ 6	261	470
Spain	1,955	320	16.4	Mar.	548	94	17.1	+27	+22	1,042	1,212
South Africa	1,868	315	16.9	Jan.	188	35	18.6	+17	+26	701	749
Norway	1,821	125	6.9	Mar.	454	37	8.1	+11	+11	328	330
Austria	1,675	79	4.7	Apr.	592	36	6.2	+ 6	+ 8	1,071	1,209
Malaysia[2]	1,648	93	5.7	Feb.	228	14	6.1	+([1])	− 2	919	914
Brazil	1,487	457	30.7	Mar.	274	79	28.7	+([1])	− 5	341	[3]318
Hong Kong	1,297	137	10.6	Apr.	490	60	12.2	+17	+20	([4])	([4])
Mexico	1,240	851	68.6	Apr.	459	308	67.0	+14	+10	445	[5]567
Finland	1,208	74	6.2	Apr.	478	33	7.0	+19	+35	320	387
Venezuela	[6]1,098	[6]576	[6]52.5	July[7]	574	314	54.7	−13	− 9	590	854

market report

country imports; U.S.-supplied imports amounted to $21 billion or 88% of all imports from the U.S.*)

Country	1963 imports			1964 imports January through latest month				Import change in latest 12 months compared with preceding 12 months		Official gold and foreign exchange reserves at end of first quarter	
	From world	From U.S.	U.S. share %	Latest month	From world	From U.S.	U.S. share %	From world %	From U.S. %	1963	1964
Yugoslavia	1,057	186	17.8	Apr.	421	43	10.3	+24	− 7	66	64
Argentina	981	242	24.6	Mar.	237	56	23.7	−22	−32	139	280
U.A.R. (Egypt)	916	250	27.3	....	...	...	...	+21	+32	205	233
New Zealand	903	85	9.4	Mar.	232	22	9.6	+14	+30	194	183
Pakistan	889	386	43.9	Mar.	227	96	42.3	+26	+54	313	330
Greece	803	83	10.3	Mar.	186	24	12.8	+21	+46	301	291
Philippines	729	299	41.0	Feb.	153	58	37.8	+19	+10	80	100
Turkey	692	211	30.5	Apr.	198	52	26.3	+ 2	+ 8	190	135
Israel	675	185	27.4	Apr.	284	68	24.0	+21	+ 7	516	582
Portugal	651	58	8.9	Mar.	149	14	9.6	+13	+29	797	857
Chile	638	224	35.1	....	...	...	...	+23	+12	64	58
Nigeria	580	50	8.6	....	...	...	...	+ 2	+20	267	228
Thailand[8]	578	102	17.7	....	...	...	...	+ 9	+11	557	[9]577
Korea, Rep.	560	284	50.7	Mar.	103	53	51.2	+22	+23	139	135
Peru	557	208	37.3	Mar.	135	53	39.6	+ 4	+ 5	111	135
Colombia	501	260	51.9	Mar.	142	73	51.6	+12	+11	112	132
Morocco	443	44	10.0	Mar.	111	15	13.2	+ 6	− 4	172	94

Note: In order to present comparable statistics for all countries, import data have been adjusted from f.o.b. to c.i.f. for the following: Australia, Canada, New Zealand, Philippines, Republic of South Africa, and Venezuela. Reserves include the gold tranche positions of those countries which are members of the International Monetary Fund. Data on reserves exclude known holdings of inconvertible currencies and balances under payments agreements.

[1] Less than 0.5%.

[2] Former Federation of Malaya and Singapore only.

[3] End of fourth quarter 1963.

[4] Not available.

[5] End of February.

[6] Data are for 1962.

[7] Data are for 1963.

[8] Port of Bangkok only.

[9] End of third quarter 1963.

* Percentage share calculated from U. S. export data, excluding special category exports.

Source: Official trade statistics of listed countries.
International Monetary Fund, **International Financial Statistics.**

World market report

U.S. goods compete strongly in foreign markets as free-world imports increase

The U.S. share in imports of over half of the 40 major trading countries listed in the accompanying table expanded in the last 12 months. Compared to the previous 12-month period, the rise in imports from the United States in many instances was significantly faster than that in imports from all sources.

Reflecting widespread expansion in economic activity throughout the free world, total imports increased in the latest 12 months in all of the 40 countries but Argentina and Venezuela. Later figures which are available only for total Venezuelan trade indicate that a shift toward rising imports may be underway in that country.

A comparison of the first quarters of 1963 and 1964 reveals that free-world imports were about one-sixth higher in value this year. The industrialized countries as a group experienced an even larger one-fifth gain in imports due in part to special circumstances limiting trade in the first quarter of last year. The dock strike in U.S. eastern and southern ports in January 1963 and an unusually severe winter in northern Europe curtailed movement of foreign goods into these areas.

EEC countries: Increase varies

The increase in imports into the Common Market countries through April of this year, compared with the same months in 1963, varied from a comparatively modest one-tenth in the Federal Republic of Germany to a sizable one-fourth in France, Belgium-Luxembourg, and the Netherlands.

In the Benelux countries, the sharp rise in private consumption expenditures helped account for the increase. Failing to reflect completely the brisk pace of investment and private consumption, German imports advanced at a slower pace than those of other member countries. Imports were strong from both member and nonmember countries, but the imports from former continued to rise relatively faster than those from the rest of the world.

Foreign purchases by the EFTA countries showed a somewhat smaller rate of increase than those by the EEC. Increasing levels of industrial activity and strong consumer demand contributed to a stepping-up of imports into the United Kingdom and Sweden by about one-fifth. In Denmark, the 25% increase in imports in the January-April period was mainly attributable to larger purchases of industrial raw materials, machinery, and ships.

Buy more U.S. products

The expansion in purchases of U.S. products by many of our principal markets has been noteworthy this year. Canada, our largest single export market, has sharply increased the value of imports originating in the United States, though our share in that market has changed little.

In Japan, our next largest foreign market, and in the United Kingdom, fourth in order of importance, U.S. products have found increasing acceptance. Japan raised her imports from the United States by over $200 million in the first third of the year. The gain was mainly in industrial raw materials and foodstuffs. The expansion in British imports of U.S. products, totaling about $150 million in the same period, was concentrated primarily in machinery.

Of the other EFTA countries, all but Denmark increased imports from the United States faster than imports from other sources.

Despite substantial gains, U.S. products did not fare relatively as well in the Common Market, other than France, as in the EFTA countries. French imports from the United States in the first 4 months set a new record, averaging more than $100 million per month. This expansion resulted in the United States taking 11.5% of the total French market compared to 10.5% of the smaller January-April 1963 market. Expanded imports of electric and nonelectric machinery, organic chemicals, fertilizers, and certain agricultural products contributed to the increase.

The small decrease in German imports from the United States in the first 4 months of 1964 compared to the like period of 1963 was more than accounted for by a drop in U.S. deliveries of defense items. Imports of all other products from the United States has expanded by almost one-quarter so far this year. Necessitated by expanding production of wheat flour for export particularly to the U.S.S.R., imports of American wheat increased almost threefold. Imports of raw cotton from the United States climbed sharply because of more favorable U.S. prices.

Of the major Latin American trading countries reviewed, the value of imports from the United States has risen by over 10% so far this year in Mexico, Colombia, and Peru, but those into Argentina and Brazil were reduced in value.

In Argentina, first quarter imports were only slightly below last year's quarterly average level, but they were sharply reduced from the previous year because of the high surcharges.

Smaller purchases in the United States coincided with a major reduction in total imports into Brazil. Since cuts in imports from the United States were proportionately greater than those from the world, however, our market share declined.

The 65% increase in Pakistan's imports from the United States in the first quarter of 1964, compared to the like quarter to 1963, was facilitated by a liberalized import policy which led to substantial increases of imports of AID-financed iron and steel and other products. Yugoslav imports from the United States declined in the early months of the year, as wheat shipments under PL-480 agreements increased. In the face of substantially rising imports from other sources, the U.S. share of the Yugoslav market fell 50%.

Reserves gain

The majority of the countries covered in the accompanying table continued to accumulate gold and foreign exchange holdings in 1964. The Federal Republic of Germany, Australia, and France recorded the greatest gains in reserves at the end of the first quarter of 1964 compared with those 12 months ago. Argentina, Denmark, Venezuela, and Australia experienced the sharpest relative increases, with Argentina's rise of 100% setting the pace.

Strong export demand was the main reason for the growth in the foreign exchange holdings of Germany, Australia, Argentina, and Venezuela. Inflow of foreign capital was an additional important source of exchange for Germany and Australia. France, in spite of a widening trade deficit, and substantial debt prepayment to the United States, Canada, and the World Bank added to its reserves through earnings on tourism and repatriation of capital.

Of the 15 countries whose foreign exchange reserves were lower on March 31 than a year ago, Morocco, Turkey, Italy, and Nigeria lost more than 10%. Reserves in most of the other countries dropped by less than 5%.

To Iraq, Kuwait, Lebanon

U.S. Trade Expansion Mission will meet local businessmen next spring in 3 capitals

A U.S. Trade Expansion Mission to Iraq, Kuwait and Lebanon is scheduled by the Department of Commerce for March 20-April 17, 1965.

The three countries, with relatively high per capita incomes and favorable foreign exchange holdings, are enjoying a rising standard of living and present a promising market for the sale of U.S. goods and services.

Eighty percent of the population of Iraq is employed in agriculture. Mining (petroleum) accounts for about 30% of the gross national product. Light industry—milling, food processing, construction, spinning and weaving, cement, footwear and cigarettes—prevails. Interest in U.S. products is keen.

Kuwait, with one of the higher per capita incomes in the world, has a strong balance-of-payments position. The trade policy is liberal with virtually no import controls.

Lebanon is an entrepot for Middle East trade and an international financial center. Agriculture is a basic element of the Lebanese economy.

Meet with businessmen

The Mission will center its activities in the cities of Kuwait, Baghdad and Beirut with visits to other centers of industry and commerce. Members will meet with chambers of commerce, trade associations and Government officials to assess needs of the countries and evaluate opportunities for U.S. suppliers. The members also will meet with local businessmen interested in the business proposals offered by U.S. firms (see accompanying article) or in presenting business offers of their own.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Director, Trade Missions Division, Department of Commerce, Washington, D.C., 20230, or to any of the Commerce Department Field Offices. One or more of the businessmen selected will be required to have experience in international licensing. The fields from which the Mission members are to be selected, and qualifications for each, are:

General Industrial Equipment: Authority on the broadest possible range of industrial machinery, equipment and spare parts, for use in light industry and small-scale industrial enterprises. Should be aware of the availability of such equipment from U.S. sources of supply and the comparative advantages of U.S. equipment.

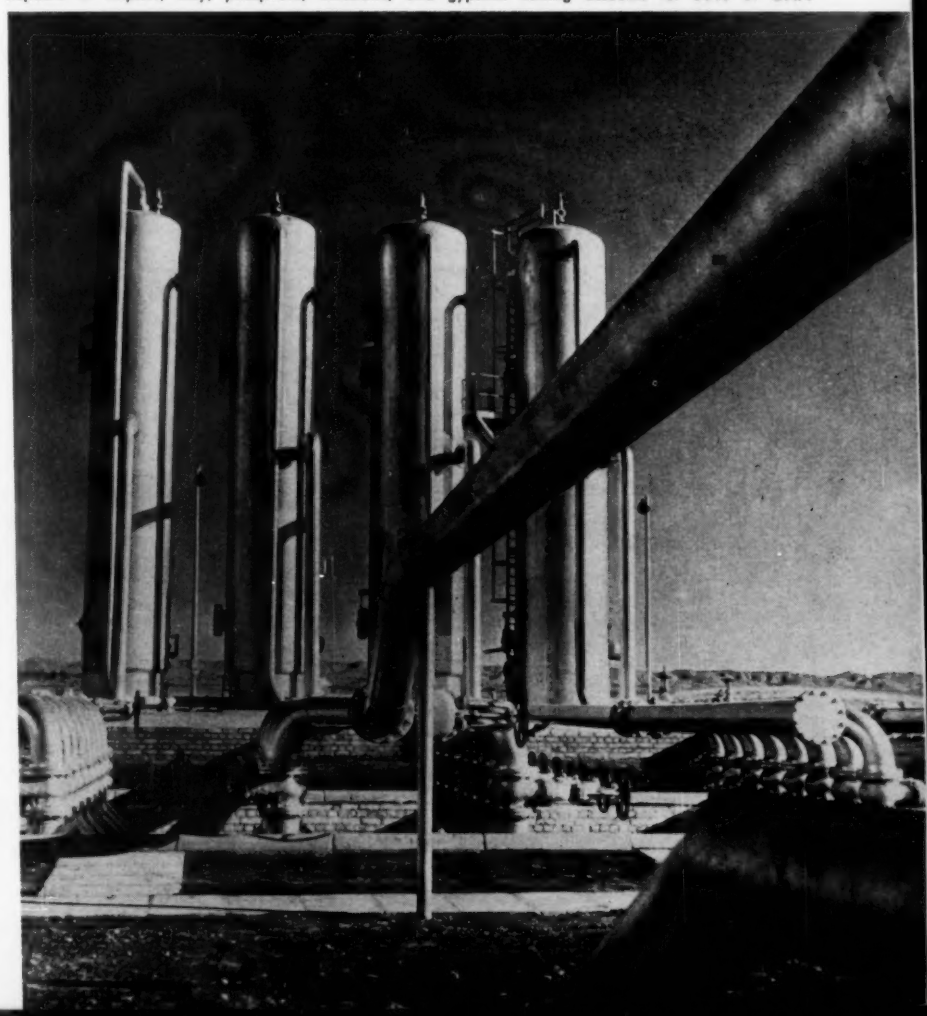
Irrigation and Agricultural Machinery and Equipment: Broad experience in irrigation equipment and installation, including pumps. Knowledgeable of a wide range of agricultural equipment, including such factors as capabilities and costs. Competent to discuss competitive advantages of U.S. equipment and U.S. supply sources.

Chemicals: Experienced in a wide range of chemicals, particularly in newest fertilizers, pesticides and related agricultural chemicals. Specific knowledge of their uses, able to demonstrate advantages and competitive superiority of U.S. products, and to discuss delivery schedules and price ranges. Knowledge of industrial and pharmaceutical chemicals would be desirable.

Automotive and Service Equipment: Competent to describe and discuss latest maintenance and service machinery, equipment and tools for automobiles, buses and trucks. Knowledge of service and maintenance equipment for off-road vehicles helpful. Competent to discuss competitive advantages of U.S. equipment and U.S. sources of supply.

Consumer Goods: Broad experience in purchasing and/or knowledgeable of sales promotion of wide range of consumer soft goods—particularly clothing of wash and wear fabrics with emphasis on latest fashions in adult and children's apparel in the lower to middle-priced items. Familiar with supply sources, delivery schedules and distribution techniques.

KIRKUK FIELDS: The Shurau Degassing Station of the Iraq Petroleum Company, 100 miles north of Baghdad. In Iraq, oil revenues reached $308 million in 1963. Natural resources also include unexploited deposits of sulphur, clay, phosphate, limestone, and gypsum. Mining accounts for 30% of GNP.



Market Profile—Iraq

Government: A Republic, headed by a President and a cabinet empowered to rule by decree. Government favors accelerated agrarian reform and economic development schemes of some magnitude.

Area: 171,600 square miles, slightly larger than California.

Climate: Arid in the desert southwest and west of the Euphrates River; tropical in fertile plains adjacent to the rivers; temperate in mountains of the north and east.

Population: 7.5 million in 1963; increasing at an annual rate of 2.5%. By ethnic composition, Arabs 75%, Kurds 20%. Official and dominant language, Arabic. English is second language of business, Government.

Financial situation: Deficit trend reversed in 1962; surplus resulted from increased agricultural exports and greater oil output. Reserves have risen since spring 1962. Estimated at $272 million in August 1963. Oil revenues, $308 million in 1963.

Exchange rate: 1 Iraqi dinar = $2.80.

Foreign trade: Total (in millions, 1962)—imports, $363; exports, $692. With U.S. (in $ millions, 1963)—imports, $32.8; exports, $9.5.

Market Profile—Kuwait

Government: Hereditary Amirate became fully independent 1961. National Assembly is elected; Council of Ministers and Prime Minister appointed by Amir.

Area: Almost 6,000 square miles; neutral Zone (2,000 sq. mi.) administered jointly with Saudi Arabia.

Climate: Hot and dry. Rainfall less than 4 inches annually.

Population: 330,000 in 1962; 68% increase since 1958; 50% Kuwaitians, others are Palestinian, Jordanian, Iranian and Pakistani. Dominant language, Arabic. English is second language.

Financial situation: Strong; large surpluses annually. Foreign assets held by public and private sectors in excess of $2 billion. Oil revenues, $514 million in 1963.

Exchange rate: 1 Kuwait dinar = $2.80.

Per capita income (1962): Estimated, $2,800.

Foreign trade: Total (in $ millions, 1962)—imports, $285.2; exports (estimated), $1,130. With U.S. (in $ millions, 1963)—imports, $67.5; exports, $60.

Market Profile—Lebanon

Government: Parliamentary Republic headed by a President elected by Parliament for 6-year term.

Area: About 4,000 square miles (smaller than Connecticut).

Climate: Typically mediterranean, resembling Southern California, with mild, wet winters, and warm, humid, but rainless summers.

Population (1963): Estimated, 1,760,000. Official language, Arabic. French and English widely spoken.

Financial situation: Large deficits in trade balance offset by service exports and other capital inflows. Gold and foreign exchange reserves, $193 million in 1963; $160 million in 1962. Most transactions conducted at free rate, £L 3.10 per US$1.

Foreign trade: Total (in $ millions, 1962)—imports, $290; exports, $41. With U.S. (in $ millions, 1963)—imports, $51.2; exports, $6.9. Liberal trade and investment policy.

Mission to present business proposals of U.S. companies

Required information must be submitted by January 15

U.S. firms interested in doing business in the Near East are invited to submit their business proposals on or before next January 15 to the Director of the U.S. Trade Expansion Mission to Iraq, Kuwait, Lebanon.

U.S. firms with a product or service to sell, those which are seeking agency or distributor relationships, or firms interested in entering into other types of business arrangements are invited to participate in this program.

Summarized in booklet

The business proposals will be printed in summary form, without identification or address, in a booklet which will be distributed throughout the three countries prior to the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal. U.S. firms will be provided with the names of Near East companies which express a definite interest in their proposals, in order that follow-up action can be taken.

Answer questions

A separate business proposal is required for each of the countries in which you are interested in doing business. For each proposal, submit the answers to the following questions in duplicate, a summary in 35 words or less for the booklet just described, and the forms and descriptive literature requested below. Your proposal for each country must contain all the pertinent material.

► Do you presently have an agent, distributor and/or branch office in the country involved? The Department of Commerce will not seek a substitute for an established agent, distributor or representative.

►What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user?

► Do you wish to make a direct investment, enter into a joint venture or offer a licensing arrangement? If so, briefly describe your proposal.

► Do you wish to import? If so, describe the product of interest and the arrangement sought.

► What type of firm is best qualified to transact your business?

Business proposals must be accompanied by one of the following, unless previously submitted within the past year: Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

Data needed

Each proposal also must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets in order that the Mission member can make the most effective sales presentation. Data on the size and scope of your firm, catalogs and pricelists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

Business proposals should be addressed to: Director, U.S. Trade Expansion Mission to Iraq (or Kuwait or Lebanon, as appropriate), Trade Missions Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

If you are representing several firms, you must submit a separate proposal for each client, each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups and submit a separate proposal for each grouping.

HIGHROAD: Modern vehicles and brand new office buildings along Kuwait's Fahd As-Salem Street reflect nation's status as a leading market in the Near Eastern area. Country has vast petroleum resources.

Sweep seen for supermarkets in western Europe

Sixty million motor vehicles and 200,000 supermarkets will dot the map of Western Europe 10 years from now, according to chain-store executives from 13 countries meeting recently at Nice, France.

Findings of the Eighth World Congress of Chain-Store Operators prompted a leading local newspaper to review the supermarket trend in France, dating from the 1957 opening of the Barthou company in Paris. Since then, the newspaper noted, more than 250 other highly successful supermarkets have been established—including 66 belonging to large French department stores and 88 to regular food chain-store societies. Very few chain stores are independent or privately owned. Most have been established with an investment of $250,000 to $400,000 apiece.

With American delegates bringing word that President Lyndon B. Johnson had expressed personal interest in the convention's success, the 420 participants focused attention on signs of the times.

The spread of modern merchandising methods in France was exemplified by various enterprises discussed at the convention. One, the Casino chain-store company, begun in 1898, now owns 524 outlets in southeastern France plus 65 licensees and 6 supermarkets, and operates two large factories, one for candies and drugs and the other for meat products. Business volume for the entire company in 1963 was some $18,280,000, 11.3% above 1962. The Casino supermarket in Nice was reportedly financed in part by Swiss capital, a syndicate which built at Frankfurt am Main the largest supermarket in Europe—"Taunus."

With things moving as they are, many delegates expressed a conviction that the next few decades will see a reversal of the current situation in France, in which 82% (by value) of all food distribution is said to be handled by small family-owned enterprises.

LOADING OIL IN KUWAIT: Maze of giant pipelines carries crude oil to tankers at Ahmadi Jetty in oil-rich Kuwait, where a U.S. Trade Mission will present business proposals next March, April.

West Virginians report on results of state sponsored Trade Mission to 5 European Countries in May

Industry-organized, government-approved tour studied coal and wood export possibilities, tourist promotion and area redevelopment progress made in England, Scotland

The report of the recent West Virginia World Trade Mission to Europe has been released by Governor W. W. Barron of that state. "Initial results," the report states, "are beyond all expectations. However, it must be realized that much of the benefits will be on a long term basis with no immediate benefits to be expected."

It was the first state mission to qualify under the U.S. Department of Commerce's criteria for industry-organized, government-approved trade missions. J. Henry Barbour of the West Virginia Department of Commerce organized the mission and served as Director. All expenses of the mission were paid by mission members with no state or federal funds being involved.

Members of the Mission included:

Lawrence Forbes, Coal Traffic Manager for Norfolk and Western Railway.

Charles Habig, President, Ohio Valley Trades and Labor Assembly (AFL-CIO).

Wayne Fletcher, Director of Industrial Development for Chesapeake and Ohio Railway.

Verl Johnston, Executive Vice President of Appalachian Coals, Inc.

James P. Hamer, President of J. P. Hamer Lumber Co., Inc. President, Appalachian Hardwood Association and Director, National Lumber Manufacturers Association.

Homer Bussa, Regional Director of United Steel Workers and Vice President, West Virginia Labor Federation (AFL-CIO).

Dr. Howard Simons, Chairman, Chemical Engineering Department of West Virginia University.

Eugene Carter, President, local Teamsters Union.

Bruce Rollyson, President of Rollyson Motors, Inc.

J. Henry Barbour, of the Industrial Development Division of the West Virginia Department of Commerce, Director of the Mission, and Representative of the Governor.

Prior to leaving for Europe the Mission members attended a two-day briefing in Washington.

The mission spent a total of 30 days in Germany (Hanover, Wolfsburg, Cologne, Duesseldorf, Frankfurt, Hamburg, and Bremen), Italy (Rome, Milan, Genoa, and Savona), Belgium (Brussels), France (Paris, Le Havre), Great Britain (London, Edinburgh, Dagenham, and Newcastle).

Results obtained

The 6 principal areas studied by the Mission have been summarized as follows:

Industrial Development: This was probably the most immediate interest of the group. Five active prospects were developed and are expected to visit West Virginia within the next few months. Fifteen additional prospects showed interest but cannot be considered active at this time.

In addition to the above, bankers and trade associations throughout the countries visited are telling their members and clients about West Virginia's programs.

Tourist Promotion: Sixty of Europe's leading travel agents were entertained by the Mission and close personal friendships with the Directors and staffs of the U.S. Travel Service offices in the cities visited were developed. A genuine interest in West Virginia was created, and it is felt that its foreign tourist trade will increase considerably.

Export Trade: Coal was the prime consideration of the Mission, and the coal members feel their trip was well worthwhile. This, due to its magnitude in relation to social, economic, and political affairs of state, involves such "high level" decision making that the Mission could not do much more than fact-find and sell the advantages of using West Virginia's coal.

Hardwood Lumber: Extreme competition was found, particularly in regard to oak.

Area Redevelopment: The labor members of the Mission made a thorough study of the programs, and it is felt that what they learned can be of invaluable help to the State of West Virginia as it intensifies its Appalachian and other development programs.

Especially, the studies made by these members in the Great Britain area should prove of great significance.

More detailed results of the mission's efforts are contained in the 4 following articles, each of which is devoted to a single area of study.

Bituminous coal experts see new sales in Europe

West Virginia group studies coal situation in 7 European countries

The West Virginia Trade Mission to Europe report on the market for bituminous coal says that of the countries reported on (West Germany, Italy, Belgium, France, The Netherlands, Spain, and Great Britain) only in Italy does a free market exist. Means to arbitrarily limit the import of coal vary from licensing to outright embargo, the group found.

Of the more than 25 million tons of bituminous coal shipped to Europe from the U.S. in 1963, the mission found that probably 80% of it originated in West Virginia. They reported the possibility of some increase this year. It was the mission's belief, however, that without restrictions, tonnage would increase several million tons in the next 12 months. Taking a realistic look at the situation, the group saw no possibility of such a change.

The report is divided into geographic sections, and in general is optimistic.

Germany has tariff

Imported coal is permitted in Germany, on license, up to 6 million metric tons a year without penalty. Above this figure, there is a tariff of $5.00 per ton—which, in effect, means that an embargo exists on tonnage above the 6 million tons permitted tariff-free.

This embargo expires at the end of 1964 but the legislature is expected to renew it, with an outside chance that the limit will be raised to 6.6 million metric tons. (Should this happen, the U.S. limit would presumably go up from the present 5.6 million net tons to about 6.2 million

net tons—the possibility of a 600,000 net ton increase.)

The restriction is a political device to protect the investments and profits of the Ruhr coal operators. Sold originally as a method of protecting the jobs of German coal miners, this transparency is revealed by the fact that many thousands of foreign workers have been imported to work in the mines.

Many factors are working against the future of Ruhr coal in Germany, and in favor of imported fuel. Costs are, of course, high and becoming higher. Productivity is about 2½ tons per man-day, versus 16 tons, U.S. average. Another is the increasing restriction on air pollution. The necessity for coal of less than 1% sulphur is growing.

German electric energy growth will double in the next decade, possibly in the next 7 years, and imported fuel is the only answer. Much of it will be fuel oil, but the German importers seem convinced that American coal is also a partial answer.

Electric power stations must double their present 80 to 90 million-ton usage by 1975, in either coal or oil.

Opinion of the importers and the electric utility representatives whom we interviewed is unanimous in feeling that American efforts would help in getting the quota raised. They differed only as to the degree and form such help should take.

This embargo is operating against all coal. The effect, of course, is to make the consumer, if he wants coal, to buy the more expensive Ruhr coal. Thus, oil can compete more readily and is, therefore, picking up all the growth in energy demand while coal is just about holding its own.

The importers, having fought this thing with all they have for so many years, are convinced they are not strong enough to bring about a reasonable solution. They are not asking that the embargo be removed—only that it be raised, say 10% a year until economic balance is achieved. Because they are making no headway, they feel strongly that the current (Kennedy Round) talks on tariff reductions should take note of the problems posed by the embargo on American coal.

Italy best customer

Italy was the best overseas customer for U.S. bituminous coal in 1963. Following is a comparison of types and tonnages of U.S. coal shipped to Italy in the past two years, and an estimate for 1964 (in thousands of metric tons).

	1962	1963	'62 to '63	1964	Est. Change '62 to '64
Coking coal	4,240	5,103	+ 863	5,800	+ 697
Gas coal	704	1,188	+ 484	800	− 388
Steam coal	357	675	+ 318	400	− 275
Total	**5,301**	**6,966**	**+1,665**	**7,000**	**+ 34**

(Note: The totals in net tons are 5.8 million in 1962, 7.3 million in 1963, and about 7.7 million in 1964).

It is possible that the estimates for 1964 are too pessimistic inasmuch as U.S. shipments to Italy in the first 3 months are up 20% from 1963.

Nevertheless, Italian purchases will be concentrated in coking coal. Competition from natural gas and locally refined fuel oil is tending to reduce gas and steam coal imports for the immediate future.

Italsider, the largest of Italy's steel makers (controlled by Finsider, itself principally controlled by the government), is the bright picture in Italy affecting U.S. coal. They produced some 3.4 million tons of pig iron in 1963, and expect to double output to 6.8 million tons in 1967. In the process their coal consumption will go from 3 million tons last year to 5 million tons in 1967.

Coking coal use in Italy by other users is also expected to increase. While other steel concerns in Italy are not doing nearly as well as Italsider, a growing use is reported by what we would call merchants plants.

Belgium outlook good

Belgium's coal imports from all sources amounted to 7.3 million metric tons last year, up more than 50% from 1962. U.S. volume more than doubled, reaching 2.1 million metric tons. West Germany is the largest supplier, followed by the U.S. and Britain.

The better opportunity to export coal to Belgium dates from 1-1-63 when Belgain coal was freed from protection from Common Market sellers. In return for protection in the past from Common Market sellers, Belgium had to agree to cut 9 million tons from its annual production capacity. Actually, it cut 7, but the other 2 million tons will also be eliminated—gradually, however, instead of on a crash basis.

Belgium was quite concerned about how its steel and coal industries would fare after January 1, under free competition. However, it has done very well, until now there is a growing acceptance of the idea that deals for coking coal are in the best interest of both industry and the nation. The result has been the creation of the climate under which American offers to offset some expiring German contacts will receive favorable consideration.

Discussions at top policy-making levels in Belgium are at present examining this idea: Long-term contracting of a certain minimum tonnage of coking coal from the U.S., from Germany, and from Britain—with additional amounts as needed purchased on the open spot market. This, represents a change in policy with regard to long term contracting, favoring the U.S.

Helping the U.S. is the fact that the Belgian steel industry wants—feels it must have to survive—the best deal it can get in coking coal. From a quality and existing price level, they feel this means U.S. coking coal.

France may take more

The immediate outlook in France is for a moderate increase in imports of U.S. coking and steam coals. About 500,000 tons of U.S. coking coal is currently imported for the steel plants at Caen and Bayonne. However, the latter plant, which consumes about 100,000 tons a year, is to be closed at the end of 1964. This reduction in consumption should be more than offset by imports of U.S. coking coal for the steel industry in Lorraine. There is reason to hope that imports of 400,000 to 500,000 tons for Lorraine will be a regular feature of the French supply pattern for the next few years.

There is a further possibility, in that a new battery of coking ovens is under consideration for the USINOR steel plant at Dunkirk. If it is constructed, U.S. coking coal will be extremely well placed to supply this additional requirement for up to 1 million tons.

The U.S. is not now a regular supplier of coal to France for steam generation. There are reasons to hope that this situation may change in the next year or two. The first unit of what may eventually be a very large thermal plant is under construction at Le Havre. If present plans are realized, this plant will eventually be expanded to a capacity of 3 million kilowatts and will consume 5 million tons of coal or coal equivalent a year. While U.S. coal is in a good position to compete for the supply of a least part of this requirement, the French intend to get the best deal they can for this coal, which must be of good quality and contain no more than 1% sulphur. It is hard to estimate the eventual French market for U.S. steam coal owing to the continuing disagreement among the countries of the European Community on energy policy, and the concern felt by the French with regard to their sources of petroleum sup-

ply in Algeria and in the Middle East area.

It should be noted as well that the French are playing a leading role in the Community in the development of nuclear energy, and that discovery of very large deposits of oil and gas in the North Sea area could considerably change the picture. Still, there is reason to believe that the level of French imports of U.S. steam coal during the next ten to fifteen years will depend in considerable measure on its ability to compete price-wise with other sources of energy.

In the first four months of 1964, French imports of American coal reached 548,000 net tons, above recent levels, but less than the 644,000 during the same 1963 period because of last year's miners' strike. It is unlikely that this year's total will equal the 2 million tons for all of 1963.

Netherlands imports up

U.S. bituminous shipments to the Netherlands in the first 4 months are up about 12% from last year. During the full 12 months of 1963, about 4.2 million tons of U.S. bituminous moved through Dutch ports, and the outlook is for some increase in 1964.

The discovery and development of the rich gas fields in this country will change the fuel picture in the years ahead. (See International Commerce, March 9). Nevertheless, more coal, especially coking coal, will be needed. West Germany is apparently unable to increase exports to the Netherlands, and Britain's ability to do so is limited. The result is to provide a growing market for U.S. coal for the next several years.

Spain buys more in U.S.

The 1964 coal strike was settled May 28, but U.S. exports to Spain are up over 80% in the first four months because of the reduction in supply.

Spanish production of coal and lignite last year was 12.5 million metric tons, about the same as 1962, despite the long 1963 strike.

Total imports in 1963, surprisingly, were 1.5 million metric tons, the same as in 1962. The new development was the virtual elimination of W. Germany and Poland as suppliers, with the U.S. and Britain taking up the slack.

The 1964 strike has resulted in increased imports from the U.S. under special permits. The May totals should exceed 100,000 tons (versus 58,000 in May, 1963) and June may reach 150,000 tons compared to 80,000 tons last year. However, 1 million tons of the 1.4 million shipped last year moved in the final 6 months of the year, and it will require 800,000 tons in the final half of 1964 to equal last year's total.

Over the long run, Spain will also depend more and more on U.S. coal, especially for coking. Her mines are in costly, thin seams, and expansion of output is regarded by most observers as virtually impossible. Seventy per cent of present electric generation is from hydro sites, and further expansion is to be mostly thermal. Fuel oil usage is growing, as in the rest of Europe; but there is room for more imported coal as time goes by.

Britain market to grow

Britain must and will eventually take American coking coal. The only firm guess is that this might be within 3 years.

This is the gist of mission members' talks in London with leading coal importers and exporters, and with top officials of the National Coal Board.

The Coal Board is more optimistic of Britain's chances of meeting her own needs than are the coal selling companies. It is pointed out by the latter, for instance, that 7 or 8 years ago only 30% of the mining operations were mechanized, where, today, nearly 80% are mechanized. The additional productivity that can be obtained by conventional mechanization is therefore limited. The 5% to 6% annual increase in mechanization that has been the experience of the past few years cannot be continued indefinitely.

Furthermore, the steel industry is already in uncomfortable circumstances regarding the obtaining, utilization and price of its coking coal. South Wales Steel Company, for instance, uses 50 to 60 thousand tons a week, which it obtains from 80 different mines. Scotland steel makers, far from the Midlands coking coal production, faces difficult transportation problems and expense. The quality of the coal is far below U.S. coking coal standards.

American coking coal can be delivered at from $2.00 a ton to $3.50 less than the cost of British coking coal.

Steel production in Britain has expanded far faster than the supply of indigenous coking coal supply, as follows:

Steel
Output—1962—20 million tons
1963—22 " "
1964—26 " " (Est.)

By 1967, this will be 30 million tons, conservatively, barring a serious economic decline.

A better guess, according to some coal sellers, is that by 1966 Britain will be making plans to permit the importation of American coking coals. At that time, her needs will be approaching 30 million tons annually, and the steel industry will be hard pressed in its competition against Community steel makers, and will desperately need all the cost-cutting help it can get, including that of good American coking coal.

Everyone has pointed out the fact that British ports have no facilities for unloading boats carrying imported coal. In the Suez crisis, coal was taken to Rotterdam, and reloaded into small craft that could be handled at British unloading ports. Preparation for the purchase of any substantial tonnage of American coal on a regular basis will require the building of port facilities to handle it. Otherwise, much or all of the cost advantage can be dissipated by the extra handling required.

See certain increase

The American coal industry will almost certainly increase its exports to Western Europe in the years immediately ahead. This conclusion is virtually inevitable from information gained by the mission in visiting with coal people all over Europe. An increase in U.S. business will not come easily since competition is growing also.

Chemical industry in Europe needs information of U.S.

West Virginia Trade Mission suggest news kit be prepared

Members of the West Virginia Trade Mission to Europe investigated the possibility of establishing European satellite industries in their state, during their recent trip. Their report showed the need for extensive publicizing of the advantages of such an operation among members of the industry in the countries they visited.

Large scale expansions, joint investments and sales activities by foreign chemical complexes are top echelon decisions of company officials. As such, they are outside the scope of Trade Missions, the report said.

It is believed, however, that the establishment of secondary or satellite industries within the U.S. can be included in the functions of future Trade Missions and that this type of activity can best be carried out through the associations of

chemical manufacturers. Such groups have intimate knowledge of the activities of their members and are in a position to render advice on possible opportunities for location within the U.S.

Following are observations of mission members concerned with the chemical industry.

- The majority of those interviewed, even many who had previously visited the U.S. had a very meager knowledge of the geographical location of West Virginia and of the magnitude of the industrial complex in the Ohio and Kanawha valleys.
- Most of those interviewed, including high officials of European industries, showed an astonishing naiveté concerning the nature of competition in the U.S., the American patent system, and the anti-trust and anti-monopoly laws. These are quite apt to be confusing in view of existing cartels in Europe. For instance, the practice in the U.S. of competition between several companies within a parent corporation appeared astonishing. Most European patents appear to be non-protective and mean little more than a U.S. trademark, although international patents are more protective. The Sherman and Clayton Acts were thought by many to be idealistic or even hypocritical until, as one stated, "you recently jailed one of your people and showed us you meant what you said." Remarks such as indicated here occurred too frequently to be feigned.
- Legislative pressure, i.e., lobbying, appears to be negligible in Europe.
- The most frequently mentioned complaint was the tariff rate based on selling price.
- The philosophy of the Common Market (EEC) has evinced great optimism on the Continent; however, EFTA appears to generate similar enthusiasm in the United Kingdom.
- A number of officials have stated that tax relief in the U.S. would be considerably more attractive than financing assistance. There appears to be enough venture capital in Europe but the prospect of rapid returns seems to be the most advantageous way to attract it.

Recommends new kit

It was suggested that the West Virginia Department of Commerce prepare a kit of materials to contain the following:

Industrial atlas; directory of chemical producers; manufacturing directory; tax structure; financing plans; actual labor costs in the chemical industry with history and projected trends, should include labor organizations and reports of activities; cost breakdowns including land, utilities, basic raw materials, transportation, etc.; a simplified digest of U.S. patent law; and a simplified digest of anti-trust legislation.

It was also recommended that a survey be made of all chemical materials produced in the Kanawha and Ohio valleys together with a list of secondary products which might be made from them, and that such a survey and the kit be made available to all interested.

Lumber experts see potential for softwood exports

West Virginia lumbermen study market in 5 European countries

Rising labor costs in Europe and poor delivery from Africa make the export of U.S. lumber to Europe seem better, according to the recently returned West Virginia Trade Mission to Europe. Their report on the competitive lumber market in Europe has just been released and covers 5 countries.

The National Lumber Manufacturers Association recently collaborated in preparation of a report on the export potential of American lumber. (INTERNATIONAL COMMERCE, Aug. 26, 1963.) This report showed a large softwood potential and some possibility of increasing hardwood exports.

Results of the West Virginia Mission to Europe showed the following:

Italy . . . Extremely competitive market on hardwoods. Beech and oak from Yugoslavia. Oak and ash from France, mixed hardwoods from Africa, and Philippine mahogany seem to be principal imports. Oak is good quality and priced lower than we can deliver.

Strong resentment against U.S. embargo on walnut log exports and this resentment might even affect other wood purchases.

Some interest in barrel staves.

Germany . . . Resentment against U.S. embargo on walnut log exports.

Strong demand for U.S. softwoods but limited interest in hardwoods.

German beech cheap and plentiful—also using German oak.

Lumber is not edged and there is no difference in pricing between thicknesses.

Very little interest at present time but possibility some demand may develop as African imports have been falling off in quality and shipments not being on schedule. This seems to be due to Africa's present unsettled political climate.

Belgium . . . Seemed to be interest shown, but again an extremely competitive market. Biggest chance seems to be to replace some of the African woods that are losing Belgium markets due to slow delivery and poor quality.

France . . . Very competitive market due to own production as well as from exports.

Questionable if any volume can be developed at this time.

Great Britain . . . This is West Virginia's greatest potential market. It, at the present time, represents our principal export market.

Prices are presently deflated with orders being offered averaging about $15.00 lower than U.S. domestic prices. However, it is felt that competitors rising costs will soon offset this difference and once again orders can be expected.

Report difference in English and U.S. area re-development

Mission from West Virginia makes report on study in England, Scotland

The recently returned West Virginia Trade Mission made a special study of the Redevelopment Area of Northeast England and Scotland. Their report to Governor W. W. Barron and Secretary of Commerce Luther H. Hodges compares the English program to the ARA and found the one they visited much broader in scope that the West Virginia operation.

The report states that in England the total of re-development areas cover thousands of square miles and include cities and towns in which there are few unemployed. The costs of operating development Councils is paid by Unions, Industry, Local Government, and Central Government.

Area improvement is a prime objective. Plans are projected on a broad area long range program and include all matters such as new roads, schools, water supply, power, sewage disposal, air and water pollution, housing, and new industry. The entire area is effectively zoned for development. Complete new towns of up to 100,000 population are being built. Old villages and towns are being destroyed.

Land is being restored to useful purposes. Urban redevelopment is under way on a massive scale.

Industrial development

Industrial development is occurring at a rapid rate. Over 2,500 new industries have located in these areas in the past five years. Thousands more are either in the process of building or have acquired land for new plants.

Incentives are offered Industry to locate in these areas. A central government grant equal to 25% of the building and land cost and 10% of machinery cost is made. The total investment can be amortized in one year if the Company desires.

To expand or build a new plant, a Company is required to secure, from the government, an industrial permit. These permits will not be granted, except in unusual circumstances, unless the expansion or new plant is located in an area of high unemployment.

Industrial Estates, or Industrial Parks as we know them, are being established by central government. However, they are controlled by local authority. Any need of a perspective employer can be met by the Industrial Estate Authority. This includes sale of land, construction of plants which can be rented, purchased, or acquired by a lease-ownership arrangement. A unique arrangement, which the Mission believes could be adopted in West Virginia, is their so called "Florist" buildings. These are buildings of 6,000 sq. ft. divided into four spaces of 1,500 sq. ft. Very small employers, those employing 2 to 5 people and representing a local investment and initiative, are attracted to this space. As the small employer grows, the walls are torn out to provide more space and if necessary the buildings are connected. This has been one of the most successful ventures of the "Team Valley Estate."

These efforts for community and industrial development are being made even though the unemployment rate is below 3%. The areas affected are similar to ours in geography and economic problems. The area is affected by declining employment in large basic industry such as coal, shipbuilding and steel. The area is rapidly becoming a diversified Industrial Area.

FOOD FIRSTS

An egg washer and an automatic sausage linking machine were among the "Made-in-USA" products introduced to the Japanese market during the Food Processing Equipment show at the U.S. Department of Commerce Trade Center in Tokyo.

Executive Corps would serve world industries

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

The White House rose garden blooms colorfully with 91 varieties of flowers, but there is nary a rose bush. Recently in these fragrant surroundings, a Rockefeller stood behind the lectern that carries the Presidential seal, and in zestful, imaginative language took command of the grounds, warmly applauded by President Johnson.

This Rockefeller was David, youngest brother of the Governor of New York and a dynamic young man. In moments when he is not planning twin buildings of a hundred stories each for World Trade Centers in New York, or working out problems on the Virgin Islands, where he has extensive holdings, or sitting in his office as president of the Chase Manhattan Bank, which is the nation's second largest, he is dreaming of such projects as the newly formed International Executive Service Corps, popularly known in Congress as the "Paunch Corps."

It was in this latter capacity that he appeared on the manicured grounds of the White House. The day blistered with humidity, high enough to bring perspiration to the Lincoln statue. President Johnson suggested, after formalities, that the meeting take place in the cabinet room.

The surprise, when one first meets David Rockefeller, is his youthful appearance. He was 49 that day, but he wears years easily and pleasantly, like new haberdashery.

Rockefeller is whipping international waters into a souffle. In the doing, he is tackling a handful of related problems. He is organizing a corps of able executives, frequently retired and lonesome for challenge, to supply companies (not countries) the world over with competent and capable managerial men, volunteers all, and attack the problem of making a successful enterprise. When he talks about it, his face lights up like a lantern.

Rockefeller is building his corps with many of the nation's most competent men, although a permanent president and other officers are still to be named. Sol Linowitz, chairman of Xerox, is co-chairman. Charles Jackson, senior vice president of Time and Life, who has taken so many leaves of absence to serve this country that Henry Luce believes he moonlights at the publishing office, is chairman of the board. They lead a panel of 30 board members.

It is an adult Peace Corps, except that while the Agency for International Development is supplying funds, the directors expect shortly to be a private, non-profit organization. Requests for assistance have come from Costa Rica, Jamaica, Bolivia, Colombia, Viet-Nam (which has 100 factories), Turkey and Pakistan. Plants requesting technical help have ranged from furniture manufacturers to food processors.

Now listen to David Rockefeller, his shirt collar wilting in the sauna-bath atmosphere: "We expect influence to be largely with medium and small plants. These are targets. We hope 1000 men will be abroad for 3 months to 3 years, but do not ask the date. We would hope in 3 years."

Originally the idea came from Sen. Vance Hartke of Indiana. David Rockefeller, Sol Linowitz and Charles Jackson are implementing it with the vigor and enthusiasm of teen-agers the night before the game with Central High.

Trade fairs aid exporters

Export-minded U.S. merchants have opportunity to start or expand sales abroad

Interested in selling leatherware in Utrecht? hotel equipment in Barcelona? electronics products in Amsterdam?

The opportunity to do this is there for U.S. firms seeking to enter foreign markets, or expand their overseas activities, through trade fairs planned for the coming months.

The Commercial Exhibits Division of the Department of Commerce has a great deal of background information about these fairs, and is in a position to assist U.S. businessmen in planning their exhibits.

Information available from the Division includes preliminary and final reports on fairs; rules and regulations for exhibiting; illustrated brochures; and official fair catalogs which list exhibitors.

The fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, they are held annually, are scheduled for 1964, and the management office is located in the host city. Tentative U.S. Government participation by the Commerce Department is shown (★).

Information is taken from latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transaction with the fair managements.

Further information regarding these fairs may be obtained from the Commercial Exhibits Division, Bureau of International Commerce, Department of Commerce, Washington, D. C. 20230.

Algeria

Dar-El-Beida

Sept. 26-Oct. 11. Int'l. Trade Fair. Palais Consulaire, place des Martyrs.

Australia

Adelaide

Sept. 3-10. Adelaide Royal Show. Agricultural. R.A.S. Showground, Box 4180 G.P.O. Sydney.

Brisbane

Aug. 6-15. Agricultural, Industrial & Motor Show. G.P.O. Box 122B.

Nov. 9-14. Engineering & Industrial Exhibition. Suite 12, 33 Queens Rd., Melbourne, S.C., 2.

Hobart

Aug. 11-15. Homes & Industries Exhibition. 9 Astor Court, Wharf St., Brisbane.

Melbourne

July 23-Aug. 1. Int'l. Boat Show & Water Sports Exhibition. 67 Queens Rd., Suite 29 "Town House."

Aug. 27-Sept. 5, April 1965. Ideal Home Show. 110 Jolimont Rd. Semi-annual.

Feb. 27-March 7, 1965. Commonwealth Mining & Metallurgical Congress. 399 Little Collins St.

March 4-20, 1965. Australian Industries Fair. Victorian Chamber of Manufacturers.

Aug. 9-14, 1965. Melbourne Engineering Exhibition. Suite 12, 33 Queens Rd. Biennial.

March 2-19, 1966. Melbourne Int'l. Trade Fair. Melbourne Chamber of Commerce, 90 William St.

Newcastle

Sept. 7-12. Newcastle Trades & Industries Fair. Box 4180, G.P.O., Sydney.

Perth

Oct. 2-8. Perth Royal Show. Agricultural. 9 Howard St.

Sydney

Nov. 4-6. National Hospital Equipment & Supplies Exhibition. Box 4180, G.P.O.

Oct. 19-30, 1965. Sydney Industries Fair. R.A.S. Showgrounds, Box 4180, G.P.O. Biennial (held alternately with Sydney Engineering Exhibition).

Austria

Graz

Sept.-Oct. & April-May 1965. Graz Southeastern Fair. Conrad Hoetzendorf Strasse 67. Semi-annual.

Innsbruck

Sept. 26-Oct. 4. Export & Samples Fair. Hotel, restaurant, tourism. Maria Theresienstrasse 47.

Klagenfurt

Aug. 6-16. Klagenfurt Fair. Valentin Leitgebstrasse 11.

Ried

Aug.-Sept. 1965. Austrian Agricultural Fair. Hauptplatz, Rathaus. Biennial. (Held alternately with Wels.)

Vienna

Sept. 13-20★-Sept. 12-19, 1965. Int'l. Fall Fair. Messeplatz 1. General.

March 14-21, 1965. Int'l. Spring Fair. Messeplatz 1. General.

Wels

Aug. 29-Sept. 6. Agricultural Fair & Festival. Hauptplatz, Rathaus. (Held alternately with Ried.)

Belgium

Brussels

Sept. 5-13. Heating Appliances Exhibition. 34 rue du Progres.

Sept. 15-23. Multi Copying Exhibition. 22 avenue Stalingrad.

Sept. 17-25. Business Machines Exhibition. 15 rue des Drapiers.

Oct. 10-25. Int'l. Food & Home Exhibition. 10 place de Brouckere, E/V.

Jan. 10-17, 1965. Leather Goods Exhibition. 52 rue du Progres.

January 1965. Int'l. Motor & Cycle Show. 41-42 Boulevard Bischofsheim.

Feb. 6-14, 1965. Building Exhibition. 19 Avenue du Boulevard.

Feb. 27-Mar. 6, 1965. Int'l. Exhibition of Gardening. 14 rue Duquesnoy.

February 1965. Int'l. Agricultural Equipment & Products Show. 34 rue du Progres.

March 1965. Int'l. Inventors Show. 70 rue de Livourne.

March 1965. Holiday Show. 25 avenue Ch. Brassine.

April 3-11, 1965. EUROCLAM Int'l. Exhibition of Store, Office & Warehouse Equipment. 96 Boulevard de la Sauveniere Leige.

April 30-May 11, 1965. Brussels Int'l. Trade Fair. Palais du Centenaire.

April 1965. Professional Exhibit of Ready-Made Women's Apparel. 52 rue du Progres.

June 9-16, 1965. AMTEC Fair (American Metalworking Technology for the European Community). American Society for Metals, Metals Park, Ohio, U.S.

Sept. 3-12, 1965. European Machine Tool Exhibition. 21 rue des Drapiers.

Charleroi

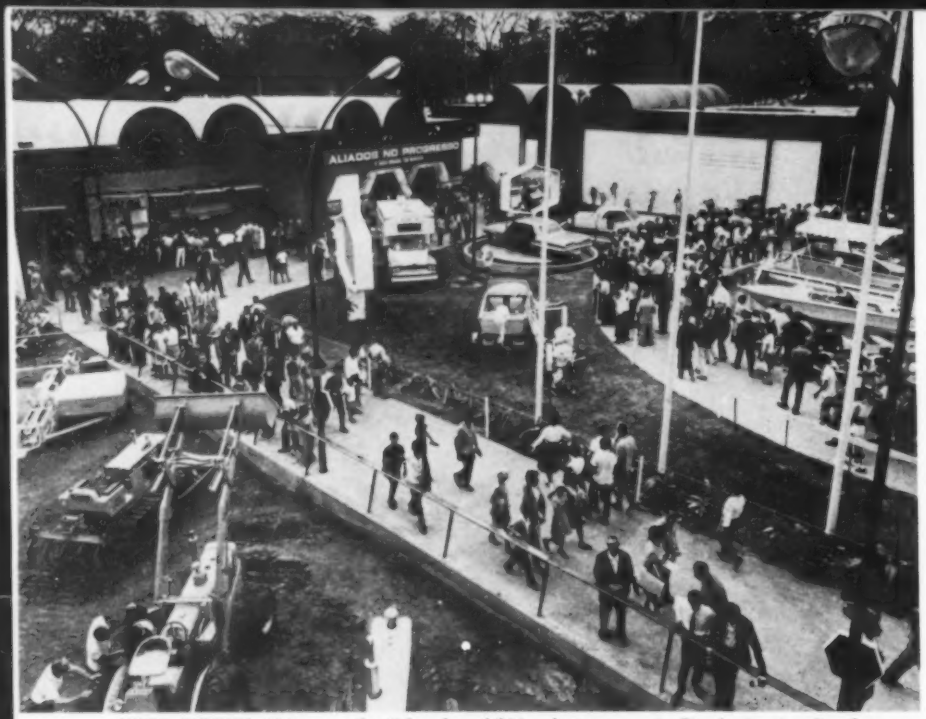
Sept. 18-27. Int'l. Technical & Industrial Exposition. avenue de'l Europe. Biennial.

Ghent

Sept. 12-27. Int'l. Trade Fair. Palais des Floralies. General.

Liege

Sept. 5-20. Ideal Home Exhibition & Com-



LIVELY INTEREST: Visitors to the U.S. solo exhibition last summer in Rio de Janeiro, Brazil, saw a variety of U.S. products, showing U.S. achievements in industry, commerce, agriculture, medicine, and education. One hundred fourteen U.S. firms exhibited in the "Allies for Progress" exhibition.

mercial Fair. 178 Fleet St., London, E.C. 4.

May 1965. Int'l. Trade Fair. Mining & industrial machinery. 6 avenue Malvoz.

Bulgaria

Plovdiv

Sept. 13-27.★ Int'l. Fair of Plovdiv. Bulgarian Chamber of Commerce, 11a Stambolusky, Sofia. General. Biennial.

Canada

Montreal

Aug. 24-27. Montreal Fall Gift Show. 443 Mt. Pleasant Rd., Toronto 7.

Oct. 4-7. Canadian Shoe & Leather Fair. 2081 Aylmer St.

January 1965. Eastern Canadian Hardware Show. Show Mark Bldg., Suite 257, 1600 Berri St.

Feb. 15-19, 1965. Canadian Sports Goods & Cycle Assn. Show. 11580 Poincare St.

March 8-11, 1965. Montreal Spring Gift Show. 443 Mt. Pleasant Rd., Toronto 7.

May 1965. Int'l. Stationery & Office Equipment Show. P.O.B. 10, 2055 Peel St.

May 1965. Canadian Plant Engineering & Maintenance Show. 481 University Ave., Toronto 2.

November 1965. Canadian National Business Show. 1819 Yonge St., Toronto 7.

Toronto

Aug. 21-Sept. 7. Canadian National Exhibition. Exhibition Park. General.

Sept. 28-Oct. 1. Toronto Fall Gift Show. 443 Mt. Pleasant Rd.

Oct. 13-16. Materials Handling Exposition. 481 University Ave. Biennial.

Oct. 26-28. Ontario Hospital Association Exhibition. 24 Terrand Dr., Flemingdon Park, Don Mills, Ontario.

Nov. 3-5. National Packaging Exhibition. Biennial. 25 Merton St.

Jan. 27-30, 1965. Canada Farm & Industrial Equipment Trade Show. 4881 Yonge St., Ontario.

Feb. 5-13, 1965. Canadian Boat Show. 85 King St., East.

Feb. 8-11, 1965. Canadian Hardware Show. 290 Merton St.

February 1965. Toronto Spring Gift Show. Seccombe House, 443 Mt. Pleasant Rd.

March 1965. Canadian Restaurant Association Convention and Exhibition. 60 Avenue Rd.

March 1965. Canadian National Sportsmen's Show. 85 King St., East.

March-April 1965. National Home Show. 1819 Yonge St.

April 1965. National Heating, Refrigeration and Air Conditioning Show. 745 Mt. Pleasant Rd.

May 3-7, 1965. National Industrial Production Show. 481 University Ave.

Vancouver

Aug. 22-Sept. 7. Pacific National Exhibition. Agricultural, industrial. Exhibition Park.

Ceylon

Colombo

Jan. 1965.★ Ceylon Industrial Exhibition. 48 Sri Jinaratana Rd.

Chile

Santiago

Oct. 24-Nov. 9. Santiago Int'l. Fair. General. Agustinas 718.

Colombia

Bogotá

Aug. 28-Sept. 13. Bogotá Int'l. Trade Fair. Carrera 40, No. 22-C-67.

Czechoslovakia

Brno

Sept. 6-20.★ Int'l. Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Denmark

Aalborg

April 1965. Int'l. Textile Exhibition. 17 Vesterbro.

Aarhus

Aug. 7-16. Int'l. School Exhibition. Furniture & equipment. 17 Blaagaardsgade, Copenhagen N.

Copenhagen

Sept. 11-20. Int'l. Fisheries Fair. 17 Blaagaardsgade.

Oct. 23-Nov. 1. Int'l. Tools & Machine Exhibition. Blaagaardsgade 17.

Oct. 30-Nov. 15. Cabinet Makers Association Exhibition. 41 Gronnegade.

March 1965. Scandinavian Boat Show. 29 Skindergade.

May 1965. Technical Trade Fair. Heating, ventilation, & sanitation equipment. Forum A/S, Jul. Thomsem Plads.

Feb.-Mar. 1966. Int'l. Automobile Exhibition. 22 Amaliegade. Biennial.

Fredericia

July 30-Aug. 9. Danish Trade Fair. General. Dansk Kobestavne.

May 1965. Furniture Fair. 174 Norrebrogade, Copenhagen N.

Herning

Sept. 3-13. Crafts & Industry Exhibition. Tools and machinery used by craftsmen and light industry, as well as their products. Herning-Hallen, A/S, 26 Ostergade.

March 1965. Danish Textile Fair. Herning-Hallen, A/S, 26 Ostergade.

March 1965. "A Vacation for All" Exhibition. Herning-Hallen, A/S, 26 Ostergade.

Odense

Sept. 11-20. Industrial Trade Fair. Fyens Forum.

April 1965. Consumer Goods Exhibition. Fyens Forum.

El Salvador

San Salvador

Jan. 1-14, 1965. El Salvador Int'l. Fair. Fair Management.

Finland

Helsinki

Sept. 17-27.★ Int'l. Trade Fair. General Helsinki-Toolo. Biennial.

Sept. 17-29, 1965. Finnish Industries Fair. Helsinki-Toolo. Biennial.

Kotka

Aug. 8-16. Industrial & Commercial Fair. Kymenlacekson Messut, Keskuskatu 22.

France

Avignon

April-May 1965. Avignon Spring Fair. General. 46 avenue Jean-Jaures.

Besancon

Sept. 3-14. Int'l. Timepiece Exhibition. Chambre de Commerce, 54 Grande rue.

Bordeaux

June 12-24, 1965. Int'l. Trade Fair. General. 12 place de la Bourse.

Grenoble

March 1965. Int'l. Salon of Winter Sports. Grenoble.

Lille

April-May 1965. Int'l. Trade Fair. General. Grand Palais.

Limoges

May 1965. Limoges Exposition & Trade Fair. General. 52 rue Montmoiller.

Lyon

Oct. 3-6. Int'l. Furniture Salon—MEUROPAM. Consumer furniture items. Palace of Engineering, Quai A. Legnon. (held concurrently with the PRO-MEUROPAM.)

Oct. 3-6. Int'l. Furniture Salon—PRO-MEUROPAM. Furniture supplies & Equipment. Palace of Engineering, Quai A. Legnon. (held concurrently with the MEUROPAM.)

Feb. 21-27, 1965. Int'l. Toy Salon. Quai Achille-Lignon.

March 21-29, 1965. Int'l. Trade Fair. General. Quai A. Lignon.

Marseille

Sept. 24-Oct. 5—Sept. 23-Oct. 4, 1965. Int'l. Trade Fair. General. Parc Chanot.

April 1965. Salon Natique. Parc Chanot.

Metz

Sept. 30-Oct. 11—Sept. 29-Oct. 10, 1965. Int'l. Trade Fair. General. 1 avenue de l'Amphitheatre.

Montpellier

Oct. 9-19. Int'l. Vine & Wine Fair. 11 bis rue de la Loge.

Nancy

Oct. 19-25. Int'l. Material Show for Professional Safety. 7 rue des Dominicains.

Oct. 23-25, School of Medicine Show. B.P. 422.

June 1965. Nancy Trade Fair. General. 9 rue des Dominicains.

Nice

Feb.-March 1965. Int'l. Fair of Nice. Tourism. 8 place Massena.

Oyonnax

May 26-June 1, 1965—May 25-31, 1966. Int'l. Plastics Fair. Hotel de Ville.

Paris

Sept. 6-9. Int'l. Confectionery Show. 48 avenue de Villiers.

Sept. 10-15. Int'l. Leather Exhibition. 2 rue Edouard VII.

Sept. 29-Oct. 11. Int'l. Nautical Exhibition. Port Debilly, 32 Avenue de New York.

Oct. 1-11. Int'l. Automobile and Cycle Show. Grand Palais Porte J.

Oct. 8-17. Int'l. Office Equipment Fair. 6 place de Valois.

Oct. 8-19. Int'l. Technical Exhibition of Hotel & Catering Equipment. 13 rue de Liege.

Oct. 24-27. Camping & Fishing Int'l Exhibit. SPODEX, 149 rue St. Honoré.

Oct. 31-Nov. 15. Children's Show. 11 rue Anatole de la Forge.

Nov. 7-12.—April-May, 1965. Women's Ready to Wear Show. 23 rue Notre-Dame-Des Victoires. Semi-annual.

Nov. 8-16. Int'l. Food Products Exhibition. 121, Bd. Haussmann. Biennial.

Nov. 8-16. Int'l. Packaging Exhibition. 40 rue du Colisee. Biennial. (This show is part of the International Food Week.)

Nov. 8-16. Int'l. Exhibition of Equipment for the Food Industries. 42 rue du Louvre. Biennial. (Part of International Food Week.)

Nov. 8-16. Int'l. Retail Trades Equipment. Show. 42 rue du Louvre. (Part of International Food Week.)

Nov. 8-16. Int'l. Bottling Equipment & Related Industries Exhibition. 3 rue La Boetie. Biennial. Part of International Food Week.)

Nov. 8-16. Int'l. Dairy Equipment Show. 3 rue La Boetie. Biennial. (Part of International Food Week.)

Dec. 2-8. Int'l. Clothing and Knitwear Industries Equipment Show. 40 rue du Colisee. Biennial.

Jan. 7-17, 1965. Int'l. Pleasure Boat Show. 149 rue St.-Honoré.

Jan. 27-Feb. 1, 1965. Int'l. Furniture Fair. 22 avenue Franklin Roosevelt.

Feb. 14-16, 1965. Show of Men's Clothing. 8 rue de Richelieu.

Feb. 22-Mar. 14, 1965. Domestic Arts Exhibition. 15 avenue de la Division-Leclerc.

February 1965. Int'l. Electronic Components Show. 23 rue de Lubeck.

March 8-14, 1965. Int'l. Agricultural Machinery Show. 95 rue St. Lazaré.

March 11-17, 1965. Int'l. Sound Festival & High Fidelity Show. 16 rue de Presles.

April 21-May 2, 1965. Int'l. Chemical Exhibition. 28 rue St.-Dominique.

May 8-12, 1965. Int'l. Fur Trade Exhibition. 36 avenue de l'Opera.

May 13-15, 1965. Mechanical & Electrical Machinery & Plant Equipment. 40 rue du Colisee.

May 13-27, 1965. Int'l. Materials Handling Fair. 40 rue du Colisee. Biennial.

May 18-27, 1965. Int'l. Hydraulics & Compressed Air Exhibition. 40 rue du Colisee.

May 1965. Int'l. Textile Show. 10 rue d'Anjou.

May-June 1965. Int'l. Trade Fair. General. 2 avenue Gabriel.

June 18-27, 1965. Int'l. Paper, Printing and Allied Trades Equipment Exhibition. 40 rue du Colisee.

Strasbourg

Sept. 3-14. The European Fair. 29 avenue Franklin Roosevelt.

Toulouse

April-May 1965. Toulouse Exposition & Trade Fair. 2 bis rue d'Alsace-Lorraine.

Germany

Berlin

Sept. 19-Oct. 4.★ German Industries Exhibition. Hammarskjoldplatz 1-7.

Sept. German Soap Fair. 5-15 Masurenalle, Berlin-Charlottenburg 9.

Oct. 30-Nov. 8. German Catering, Confectionery & Food Exhibition. Hammarskjoldplatz 1-7.

Jan. 29-Feb. 7, 1965. Agricultural Machinery Fair—GREENWEEK. Hammarskjoldplatz 1-7.

Feb. 23-27, 1965. Dairy & Food Fair. Friedrichstrasse 31.

Feb. 26-Mar. 7, 1965. Int'l. Boat Show & Water Sports Exhibition. Hammarskjoldplatz 1-7.

May 1965. Pharmaceutical, Medical & Technical Exhibition. Hammarskjoldplatz 1-7.

Cologne

Aug. 20-24. Exhibition of Clothing Manufacturing Machines. P. O. Box 140.

Aug. 22-24. Men's Fashion Week. P.O. Box 140.

Sept. 4-6—Feb. 18-21, 1965. Int'l. House-

hold Goods & Hardware Fair. P. O. Box 140.

Sept. 16-20. Int'l. Bicycle & Motor Cycle Exhibition—IFMA. P. O. Box 140.

Sept. 24-28. Int'l. Trade Exhibition for Chemists & Druggists—INDROFA. P. O. Box 140.

Oct. 15-18. Int'l. Lingerie & Foundations Garments Trade Fair. P. O. Box 140.

Oct. 16-18. Int'l. Babies' & Children's Fair. P. O. Box 140.

Nov. 8-10. Int'l. Fair for Sporting Goods. Camping Requirements & Garden Furniture—SPOGA. P. O. Box 140.

Jan. 4-8, 1965. Int'l. Millinery Exhibition—IFADA Schildergasse 41-45.

January 1965. Int'l. Furniture Supplies Show—APPROMEUBLE. P. O. Box 140. Biennial.

June 24-27, 1965. Int'l. Furniture, Upholstery & Wood Processing Industries Suppliers Fair—INTERZUM. Postschliebfach Nr. 1. Biennial.

July 3-11, 1965. Int'l. Butchers Fair—IFFA. P. O. Box 140.

Sept. 25-Oct. 3, 1965. General Provisions & Fine Foods Exhibition—ANUGA. Messegelande. Biennial.

January 1966. Int'l. Furniture Fair. P. O. Box 140. Biennial.

September 1966. Int'l. Photographic & Motion Picture Exhibition—PHOTOKINA. P. O. Box 140.

Dortmund

Sept. 11-21. Int'l. Bakery Exhibition. P. O. Box 1130.

June 1965. Int'l. Brewery & Beverage Machines Exhibition—INTERBRAU. P. O. Box 1130.

September 1965. Exhibition of Pre-fabricated Houses—FERTINGHAUS. Westfalenpark.

Duesseldorf

Sept. 17-20—Oct. 25-29.★ Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Messengelande G.m.b.H. Quarterly.

Sept. 26-28—Apr. 1965. German Footwear Sample Display. Messegelande. Semi-annual.

Sept. 26-30. West German Office Equipment Show. Messegelande.

Oct. 13-19, 1965. Int'l. Congress & Exhibition of Measuring Instruments & Automation—INTERKAMA. Messegelande.

Spring 1966. Int'l. Packaging & Confectionery Machinery Fair—INTERPACK. Ehrenhof 4.

May 1967. Int'l. Printing & Paper Fair—DRUPA. Messegelande. Quadrennial.

October 1967. Int'l. Trade Fair for Plastics—KUNSTSTOFFE. Ehrenhof 4.

Essen

Sept. 25-Oct. 3, 1965. Welding & Cutting Exhibition. Norbertstrasse 2. Irregularly.

Frankfurt

Aug. 30-Sept. 3—Feb. 21-25, 1965—Aug. 29-Sept. 2, 1965. Frankfurt Int'l. Fair. General. P. O. Box 7726. Friedrich Ebert Anlage 57. Semi-annual.

Sept. 17-22. Int'l. Book Fair. P. O. Box 3914.

Sept. 23-26. Office Supplies Exhibition. Grobe Friedberger Strasse 44-46.

Sept. 27-Oct. 4. Int'l. Laundry, Dry Cleaning & Dyeing Trades. P. O. Box 7762.

Oct. 30-Nov. 6. Federal German Hotel & Restaurant Trade Fair. P. O. Box 7726.

Nov. 24-27—May 1965. Interstoff Fair. Clothing & textiles. Friedrich-Ebert-Anlage 57. P. O. Box 7726. Semi-annual.

March 28-April 4, 1965. Int'l. Plumbing & Heating Fair. Friedrich Ebert Anlage 57.

April 28-May 2, 1965. Frankfurt Fur Fair. Borsenstrasse 8.

Sept. 16-26, 1965. Int'l. Automobile Exhibition. Postfach 725347, Westendstrasse 51. Biennial.

Friedrichshafen

Oct. 2-11. Int'l. Boating Exhibition. Margaretenstrasse 11.

Hamburg

Aug. 14-23. Int'l. Food & Delicatessen Exhibition—LEFA. Planten und Blomen, Austellungspark der Freien und Hansestadt am Dammtor.

Sept. 12-13, Feb. 13-14, 1965, Sept. 11-12, 1965. North German Textiles & Clothing Fair. Planten und Blomen, Austellungspark der Freien und Hansestadt am Dammtor. Semi-annual.

Jan. 21-26, 1965. German Boat Exhibition. Hamburg 36.

March 11-17, 1965. National German Hotel & Catering Exhibition. Planten und Blomen, Austellungspark der Freien und Hansestadt.

Hannover

Sept. 20-29. German Machine Tool Exhibition. Am Hauptbahnhof 6, 6 Frankfurt.

Apr. 25-May 4, 1965. Hannover Fair. General. Messegelande.

Munich

Sept. 19-27. Int'l. Exhibition of Groceries & Fine Foods—IKOFA. Theresienhohe 13. Biennial.

Oct. 21-28. Electronica. Int'l. Electronic Association, Frankfurt.

March 20-28, 1965. German Construction Machine Exhibition—BAUMA. Theresienhohe 18.

May 18-28, 1965, May 12-22, 1966. Int'l. Small Enterprise Fair. Handicrafts. 8000 Muenchen 12, 14 Theresienhohe.

June 25-Oct. 3, 1965. Transport & Communications Exhibition. Theresienhohe 14.

April 1966. Int'l. Exhibition of Gastronomy & Tourism—IGAFA. Theresienhohe 14. Biennial.

Nuremberg

Feb. 14-19, 1965. Int'l. Toy Fair. 24 Berliner Platz.

Offenbach

Aug. 29-Sept. 3, Feb. 20-25, 1965, Aug. 28-Sept. 2, 1965. Int'l. Leather Goods Fair. Kaiserstrasse 108. Semi-annual.

Saarbrucken

May 15-27, 1965. Int'l. Trade Fair. General. Messegelande, 66 Saarbrucken.

Stuttgart

Sept. 16-20. Int'l. Bicycle & Motorcycle Show—IFMA. Gartenstrasse 2, P. O. Box 104.

Sept. 26-30. Office Equipment Exhibition. P. O. Box 990.

April 7-11, 1965. Int'l. Oil & Gas Heating Fair—INTHERM. P. O. Box 990

Sept. 14-19, 1965. Int'l. Dental Show & Congress. P. O. Box 990.

Oct. 22-Nov. 1, 1965. Int'l. Hotel & Restaurant Trade Fair. P. O. Box 990. Triennial.

Wiesbaden

April 1965. Int'l. Sport Articles Special Fair. Langgasse 17, P. O. Box 2034.

Ghana

Accra

Feb. 3-21, 1965. Ghana Int'l. Fair. Ministry of Trade, P. O. Box M-47.

Great Britain

Birmingham

Feb. 1-5, 1965. Hoteliers, Caterers, & Catering Equipment Exhibition. 71 Broad St. Biennial.

Feb. 12-27, 1965. Boat & Caravan Show. 167 Garrison Lane, Small Heath.

Blackpool

Jan. 18-21, 1965. Int'l. Slipper Fair. Spencer House, South Place, London.

Feb. 1-4, 1965. Int'l. Gifts & Fancy Goods Fair. St. Dunstan's House, Carey Lane, London.

Feb. 22-27, 1965. Northern Hotel & Catering Trades Exhibition. Bostel House, Brighton, Sussex.

Brighton

Aug. 20-29. Int'l. Brewers & Allied Trades Exhibition. Viceroy House, 25 Ship St.

إن أدوات الصيانة والتصليح تساعد على إبقاء الآلات في حالة جيدة
Tools for maintenance and repair help you keep machinery running
الزراعة الآلية تزيد في الانتاج
Mechanized farming increases productivity
STANLEY

IN ACTION: Nothing attracts fairgoers better than a demonstration of a product in action and visitors at Tripoli trade fair see U.S. tools working.

Jan. 31-Feb. 4, 1965. British Toy Fair. 94 Hatton Garden, London.

March 1-4, 1965. Smallwares Trade Fair. 1 Dorset Buildings, Salisbury Sq., London.

Farnborough

Sept. 7-13. Flying Display & Exhibition. 29 King St., St. James's, London.

Harrogate

Aug. 31-Sept. 3. National Watch & Jewelry Trade Fair. 1-19 New Oxford St., London W.C.1.

Sept. 3-10. Northern Antique Dealers' Fair. 408-410 Leeds Rd., Bradford 3, York.

Sept. 15-18. Northern Floor Coverings Fair. 1-19 New Oxford St., London, W.C.1.

Jan. 9-15, 1965. Int'l. Toy Fair. Finsbury Court, Finsbury Pavement, London.

April 26-29, 1965. Exhibition of Autumn Footwear. 22 Gilbert St., London W1.

Leamington Spa

Aug. 31-Sept. 3. Knitting Wool Trade Fair. 222 Strand, London, W.C. 2.

Leeds

Feb. 18-27, 1965. Motorists' Fair. 71 Broad St., Birmingham 15.

May 1-15, 1965. Yorkshire Ideal Homes Exhibition. Queens Hall, Sovereign St.

Leicester

May 3-7, 1965. Int'l. Shoe Machinery Exhibition. Spencer House, South Place, London.

London

Aug. 26-Sept. 5. National Radio & Television Exhibition. 59 Russell Square.

Sept. 1-16. British Food Fair. 3 Lygon Place. Biennial.

Sept. 11-26. Int'l. Handicrafts, Homecrafts & Hobbies Exhibition. Link House, Dingwall Ave.

Sept. 25-Oct. 3. Int'l. Commercial Motor Transport Exhibition. Forbes House, Halkin St. Biennial.

Oct. 4-8. Fashion in Footwear Exhibition. 1-19 New Oxford St. Biennial.

Oct. 5-8. Shoes for Spring Exhibition. 22 Gilbert St.

Oct. 5-9. Brewing, Bottling & Allied Trades Exhibition. 1-19 New Oxford St.

Oct. 5-14—Oct. 4-13, 1965. Business Efficiency Exhibition. 64 Cannon St.

Oct. 13-16. Food Packaging Exhibition. 6 London St. Biennial.

Oct. 21-31. Int'l. Motor Exhibition. Forbes House, Halkin St.

Oct. 27-30. Royal Dairy Show. 17 Devonshire St.

Nov. 14-21. Int'l. Cycle & Motorcycle Show. Starley House, Eaton Rd., Coventry. Biennial.

Nov. 16-19. British Sports & Trade Fair. 145 Oxford St.

Nov. 16-21. Public Works & Municipal Services Congress & Exhibition. 3/4 Clement's Inn, Strand. Biennial.

Dec. 7-11. Royal Smithfield Show & Agricultural Machinery Exhibition. Forbes House, Halkin St.

Dec. 9-11. Int'l. Poultry Show. Dorset House, Stamford St.

Jan. 5-15, 1965. National Camping & Outdoor Life Exhibition. Exhibition House, Spring St.

Jan. 5-16, 1965. Int'l. Boat Show. 44 Great Queen St.

Jan. 20-30, 1965. Int'l. Holiday & Travel Exhibition. Exhibition House, Spring St.

January-February 1965. British Furniture Exhibition. 17 Berners St.

Feb. 1-5, 1965. Int'l. Hardware Trades Fair. 9 Castle Place, High Wycombe, Bucks.

Feb. 8-11, 1965. Stationery Trade Fair. Lennox House, Norfolk St.

Feb. 22-26, 1965. Delicatessen Exhibition. Walmar House, 288 Regent St.

February 1965. Leathergoods, Luggage & Handbag Fair. 23/25 Eastcastle St.

March 1-5, 1965. Int'l. Carpet, Linoleum & Floor Coverings Fair & Carpet Production Exhibition. 1-19 New Oxford St.

March 1-5, 1965. Int'l. Men & Boys' Wear Exhibition—IMBEX '65. 1-19 New Oxford St.

March 2-27, 1965. Ideal Home Exhibition. Harmsworth House, Bouverie St.

March 8-11, 1965. Int'l. Industrial Lubrication Exhibition. 3 Racquet Court, Fleet St.

March 29-April 2, 1965. Laboratory Apparatus & Materials Exhibition. 3 Racquet Court, Fleet St.

March 1965. Electrical Engineers Exhibition. Museum House, Museum St.

April 21-30, 1965.★ London Int'l. Engineering Exhibition. 1-19 New Oxford St. Biennial.

April 1965. Int'l. Audio Festival & Fair. 42 Manchester St.

May 13-19, 1965. Int'l. Photo Fair. 52 Grafton Way.

May 13-21, 1965. Int'l. Construction Equipment Exhibition. 1-19 New Oxford St.

May 18-21, 1965. Radio & Electronic Component Show. 9 Argyll St.

May 27-June 2, 1965. World Fishing Exhibition. St. Richards House, Eversholt St.

May 31-June 4, 1965. Int'l. Hospital Equipment & Medical Services Exhibition. Walmar House, 288 Regent St. Biennial.

June 16-26, 1965. Int'l. Plastics Exhibition. Dorset House, Stamford St., Biennial.

June 1965. Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

Aug. 11-21, 1965. Int'l. Sports Festival & Exhibition. Loyalty House, 7 Ship Tavern Passage.

Nov. 17- Dec. 1, 1965. Building Exhibition. 11 Manchester Square. Biennial.

April 1966. Heating, Ventilating & Air Conditioning Exhibition—HEVAC. 9 Argyll St. Biennial.

LOTS OF ROOM: U.S. refrigerators and freezers drew much attention at the Lyon Fair in 1963.

July 14-23, 1966. Laundry, Dry Cleaning & Allied Trades Exhibition. 1-19 New Oxford St. Quadrennial.

Manchester

Sept. 28-Oct. 3. Factory Equipment Exhibition. Engineering Materials & Design. 1-19 New Oxford St., London W.C.1.

Oct. 6-17. Building Trades Exhibition. City Hall, Deansgate, Biennial.

Nov. 10-21—Nov. 2-13, 1965. Do-It-Yourself & Hobbies Exhibition. City Hall, Deansgate.

March 9-27, 1965. Brighter Homes Exhibition. City Hall, Deansgate.

April 26-May 7, 1966. Grocers' & Allied Trades Exhibition. 393 Corn Exchange. Biennial.

Preston

Sept. 17-26. Modern Home Exhibition & Food Fair. 11 St. Wilfrid St.

Greece

Thessaloniki

Sept. 6-27★*—Sept. 5-26, 1965.* Int'l. Fair of Thessaloniki. General. Thessaloniki.

Guatemala

Guatemala City

Nov. 7-15.★ U.S. Solo Exhibit. Office of Int'l. Trade Promotion, U.S. Dept. of Commerce, Washington, D.C. 20230.

Hong Kong

Hong Kong

February 1965. Fisheries Exhibition. 11th Floor, Li Po Chun Chamber, 13/F Connaught Road. C

Iraq

Baghdad

September 1965. Baghdad Int'l. Fair. Agricultural and industrial. Mumtsz Umari, Director General of Exhibitions.

Italy

Bari

Sept. 10-23★*—Sept. 10-23, 1965.* Int'l. Levant Fair. General. Ente Autonomo Fiera del Levante.

Bologna

May 1955. Bologna Int'l. Trade Fair. General. 49 Strada Maggiore.

Bolzano

Sept. 11-21—Sept. 17-27, 1965. Int'l. Sample Fair. General. C. P. 297, Via Roma.

Busto Arsizio

Sept. 19-28. Int'l. Cotton, Artificial & Synthetic Fibers, Chemical & Textile Machinery Exhibition. 1 Via Mameli.

Florence

Sept. 5-13. Samples Exhibit of Footwear, Leather, & Leather Goods. 9 Via Valfonda.

Oct. 24-Nov. 8. Int'l. Hunting Exhibit & Fair. Fair Management. Quadrennial.

January & July 1965. Italian Fashion Show. Centro di Firenze per la Moda Italiana. Semi-annual.

February 1965. "Week of the Raincoat." Industrialists Assn.

April-May 1965. Int'l. Handicraft Fair. Piazza della Liberta 1.

Sept. 1965. Int'l. Market-Exhibit of Antiques. Fair Management. Biennial.

Genoa

Feb. 6-16, 1965. Int'l. Boat Show. Viale Delle Brigate Partiglane 18.

May-June 1965. Int'l. Communications Fair. Fair Management.

Messina

Aug. 9-23. Int'l. Samples Fair. General. Viale della Liberta.

Milan

Sept. 12-20. Radio & TV National Show. Via Donezetti 30.

Sept. 19-27. Int'l. Plastics Fair—PLAST '64. Viale Teodorica 19.

Sept. 26-Oct. 4. Office Machines & Equipment Show. Fair Management.

Oct. 3-12. Italian Machine Tool Exposition. Corso Matteotti 11. Biennial.

Nov. 12-17—June 1965. Int'l. Textile Market for the Clothing Trade—MITAM. Galleria S. Babila 4/D. Semi-annual.

Nov. 19-25. Instrumentation & Automation Exhibition-Conference. Via Politecnico. Biennial.

Dec. 5-14. Int'l. Book Show. Foro Bonaparte 24.

Apr. 14-25, 1965. Int'l. Samples Fair. General. Via Domodossola.

Padua

Oct. 12-18. Material Handling & Storage Machinery Exhibition. 288 Regent St., London W1.

May-June 1965. Int'l. Samples Fair. General. Via N. Tommaseo, 59.

Palermo

May-June 1965. Int'l. Mediterranean Fair. General. Fair Management, Palermo.

Parma

Sept. 20-30. Int'l. Fair for Preserved Food & Packing. Via Cavestro 3.

Rome

Aug. 23-Sept. 1. Int'l. Exhibition of Nuclear, Electronics, T.V., Radio & Cine. Palazzo Turismo, Riccione.

June 1965. Int'l. Electronic & Nuclear Energy Exhibition & Congress. Via Fontanella Borghese 23.

Trieste

June 21-July 5, 1965. Int'l. Trade Fair. General. Viale Ippodromo 18.

Turin

Sept. 3-6, Oct. 13-18. Int'l. Ready-to-Wear Clothing Mart—SAMIA. Corso Massimo d'Azeglio 15.

Sept. 19-Oct. 1. European Metallurgy Exhibition. Corso Massimo d'Azeglio 15.

Sept. 19-Oct. 1, Sept. 18-30, 1965. Int'l. Technical Exposition. Corso Galileo Ferraris 60.

Oct. 31-Nov. 11. Int'l. Motor Show. 61 Corso Galileo Ferraris.

Mar. 14-28, 1965. Int'l. Show of Household Equipment & Supplies. 15 Corso Massimo d'Azeglio.

Apr. 1965. Italian Marketing Exhibition of High Quality Shoes, and Leather Goods. Via Santa Teresa 22.

May 22-June 6, 1965. Int'l. Mountain Exhibition. Corso Galileo Ferraris 60.

Verona

Mar. 7-15, 1965. Int'l. Agricultural Fair. Palazzo del Pallone.

Vicenza

Sept. 6-16. Vicenza Fair. General. 11 Mure, Porta Nuova.

Vigevano

Sept. 12-20. Int'l. Shoe Fair. Via Dogana 1, Milan.

Japan

Osaka

April 1966. Osaka Int'l Trade Fair. General. Osaka Int'l. Trade Fair Commission, Honmachi-Bashi, Higashi-ku. Biennial.

Tokyo

Nov. 5-10. Int'l. Book Exhibition. 18 Charing Cross Rd., London, W.C. 2.

Nov. 9-20. Japan Int'l. Machine Tool Fair. Tokyo-to Denki Kenkyujo Bldg., No. 5, 2-chome, Yuraku-cho, Chiyoda-ku. Biennial.

April 16-May 5, 1965. Tokyo Int'l. Trade Fair. General. Tokyo Metropolitan Government, 1, 3-chome, Marunouchi, Chiyoda-ku. Biennial.

Kenya

Nairobi

Sept. 30-Oct. 3. Royal Agriculture Show. P. O. Box 30176.

Libya

Tripoli

Feb. 28-Mar. 20, 1965. Int'l. Trade Fair. General. P. O. Box 891.

Luxembourg

Luxembourg

Aug. 29-Sept. 6. Furniture Fair. 41 rue Glesener.

May 27-June 6, 1965. Int'l. Trade Fair. General. Consumer Goods. Halls d'Exposition.

Morocco

Casablanca

April 29-May 16, 1965. Casablanca Int'l. Fair. General. rue Jules Mauran.

Netherlands

Amsterdam

Sept. 14-18. FIAREX '64. Electronics. Minervalaan 82. Biennial.

Sept. 17-27. Exhibition of Equipment for the Modern Home. RAI, Europaplein 8.

Sept. 20-28. Office Equipment Exhibition. Ferd. Bolstraat 155.

Oct. 20-28. Efficiency Fair. RAI, Europaplein 8. Biennial.

Nov. 9-12. Textile Trade Fair. Adr. Goekooplaan 5, The Hague.

Jan. 11-14, 1965. National Trade Fair for Hotel, Restaurant, Cafe & Associated Operations—HORECAVA. RAI, Europaplein 8.

Feb. 1965. Int'l. Automobile Show. RAI, Europaplein 8. Biennial.

March 11-21, 1965. Watersports & Camping Equipment Exposition. RAI, Europaplein 8.

April 1965. Int'l. Household Fair. No. 94, Gerrit van der Veenstraat.

September 1965. Int'l. FIRATO Exhibition. Radio, television and electronics. Minervalaan 82. Biennial.

January 1966. Agricultural Implement Exhibition. RAI, Europaplein 8. Biennial.

February 1966. Int'l. Exhibition of Commercial Vehicles. RAI, Europaplein 8. Biennial.

April-May 1967. Int'l. Packaging Exhibition—MACROPAK c/o Royal Netherlands Industries Fair, Utrecht.

The Hague

Sept. 29-Oct. 9. Ideal Home Exhibit. Mauritskade 49.

Utrecht

Sept. 7-11. ROKA Foodstuff Exhibition. c/o Royal Netherlands Industries Fair. Biennial.

Sept. 14-22—March 8-16, 1965. Int'l. Trade Fair. General. c/o Royal Netherlands Industries Fair. Semi-annual.

June 1965. Leatherware & Travel Goods. c/o Royal Netherlands Industries Fair.

Oct. 13-20, 1965. Machinery & Equipment Fair—MACHEVO. c/o Royal Netherlands Industries Fair. Biennial.

October 1965. HET Instrument Fair. Sparrenlaan 2. Soest. Biennial.

November 1965. Furniture & Furnishings Trade Fair. c/o Royal Netherlands Industries Fair. Biennial.

New Zealand

Wellington

Aug. 20-Sept. 5. Int'l. Trade Fair. General. Box 6141. Triennial.

Norway

Oslo

Oct. 19-25. Int'l. Materials Handling Fair. Forskningsveien 1.

March 19-28, 1965. Boating for Everybody. Stortingst 12.

May 14-30, 1965. Int'l. Shipping Fair. c/o Norges Varemesse, P. O. Box 130, Skoyen.

Pakistan

Karachi

Oct. 1-Nov. 15. National Exhibition. Pakistan Exhibition Corp., Ltd.

Peru

Lima

Oct. 30-Nov. 14, 1965. Pacific Int'l. Trade Fair. General. Aptdo. 4900. Biennial.

Poland

Poznan

June 13-27, 1965. Poznan Int'l. Fair. General. Ul. Glogowska 14.

Portugal

Lisbon

June 9-23, 1965. Int'l. Trade Fair. General. Portuguese Industrial Assn., Avenida de India.

Oporto

July 18-Aug. 2. Int'l. Textile Fair. Textiles, textile machinery and related products. Rue de Mousinko de Silveira, 228.

Scotland

Glasgow

Sept. 3-19. Scottish Industries Exhibition. 2 Woodside Terrace. Quinquennial.

Sept. 8-12. National Domestic Heating & Insulation in the Home Exhibition. 11-13 Bridge St. West, Manchester, Great Britain.

Oct. 7-24. Modern Homes Exhibition. Corporation of Glasgow, Kelvin Hall.

Nov. 9-14. Scottish Licensed Caterers & Allied Trades Exhibition. 24 Middle St., Brighton, Sussex, Great Britain.

March 20-27, 1965. Scottish Camping Show. Lintex, Ltd., 226 Grand Buildings, Trafalgar Sq., London, W.C. 1.

March 20-27, 1965. Scottish Caravan Show. Lintex Ltd., 226 Grand Buildings, Trafalgar Sq., London, W.C. 1.

Somalia

Mogadiscio

Sept. 28-Oct. 12, 1965. Int'l. Somalia Fair. P. O. Box 27, Mogadishu. Biennial.

South Africa, Republic of

Johannesburg

April 6-19, 1965. Rand Easter Show &

Industrial Exhibition. General. P. O. Box 4344.

Southern Rhodesia

Bulawayo

April-May 1965. Central African Trade Fair & Exhibition. General. P. O. Box 3384.

Spain

Barcelona

Sept. 29-Oct. 6. Textile Fair of Spain. Via Augusta 285.

Nov. 7-22. Housekeeping, Decoration, Hotel Equipment & Gastronomy Exhibition. Av. Maria Cristina.

June 1-15, 1965. Int'l. Samples Fair. General. Palacio No. 1, Av. Maria Cristina.

Bilbao

Aug. 11-31—Aug. 11-31, 1965. Bilbao Trade Fair. General. National. Aptdo. 468.

March 3-12, 1965. Electric & Mechanical Handling Trade Fair. Aptdo. 468.

March 3-12, 1966. Technical Machine Tool Fair. Aptdo. 468. Biennial.

Elda

Sept. 12-20. Int'l. Shoe Industry Fair of Elda. Province of Alicante.

Madrid

May 21-June 21, 1965. Int'l. Royal Fair. Agricultural. Av. de Portugal, S/N. Triennial.

Valencia

May 1-15, 1965. Int'l. Samples Fair. General. Llano del Real, 2, Aptdo. 476.

Surinam

Paramaribo

Oct. 8-19. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Goteborg

Sept. 5-13. Household of Today. Svenska Massan, Box 3067.

Oct. 30-Nov. 8. Int'l. Packing Exhibition. AB Interexpo, Stampgatan 38.

Jan. 20-24, 1965. Scandinavian Lighting Fair. Svenska Massan.

Feb. 11-21, 1965. Int'l. Swedish Boat Show. Kristellvagen 9, Hagersten.

May 7-16, 1965. Int'l. Swedish Industries Fair. General. Postgiro 12484.

June 11-18, 1965. "Road '65" Exhibition. Nordic Road Technical Association, Kungsportsavenyn 2.

Halsingborg

Aug. 7-23. Int'l. Maritime Exhibition. Hamntorget.

May-June 1965. Int'l. Trade Fair. General. Gamla Tullhuset.

Jonkoping

May 1965. European Agricultural & Industrial Fair—ELMIA. Rosenlundshallen.

Malmo

Jan. 23-31, 1965. Malmo Int'l. Boat Show. Box 10 Kullavik.

Stockholm

Sept. 2-13—Sept. 1-12, 1965. St. Erik's Fair. Consumer goods. Lindingovagen 16-18.

Oct. 2-9★-Oct. 1-7, 1965. Technical Fair. Capital goods only. Lindingovagen 16-18.

March 1965. Int'l. Boat Show. "Allt for Sjon" Fack, Stockholm 28.

Switzerland

Basel

Sept. 26-Oct. 4. Int'l. Exhibition of Woodworking Machinery, Tools, and Wood Preserving Products. Schweizer Mustermesse.

March 1-7, 1965. Int'l. Exhibition on the Purification of Water & Waste Water. Pro Aqua, Ltd. Basel 21.

April 24-May 4, 1965. Swiss Industries Fair. General. Societe Cooperative Foire Suisse d'Echantillons.

June 11-15, 1965. Instruction, Teaching & Learning Systems Exhibition—DIDACTA. Schweizer, Mustermesse.

Aug. 29-31, 1965. Int'l. Hardware Trade Exhibition—INTERFEREX. Interferex, Ltd., 61 Clarastrasse. Biennial.

Sept. 7-11, 1965. Int'l. Exhibition of Industrial Electronics—INEL. c/o Swiss Industries Fair. Biennial.

Oct. 17-22, 1966. Int'l. Congress & Exhibition of Laboratory, Measurement & Automation Techniques in Chemistry.—ILMAC. Schweizer Mustermesse.

Bern

Nov. 12-22. Modern Living—Mowo. Thunstrasse 72.

March 1965. Toy & Souvenirs Fair—SPISO. Schauplatzgasse 33.

Geneva

Aug. 31-Sept. 9. Int'l. Conference on Peaceful Uses of Atomic Energy. 5 rue Jacques-Balmat.

Oct. 28-Nov. 8. Ideal Home Exhibition. 1 rue du Temple Case Postale.

March 11-21, 1965. Int'l. Automobile Show. 5 rue Jacques-Balmat.

Lausanne

April 30-Oct. 25. Swiss National Fair. 64 Avenue de Bellerive.

Feb. 27-Mar. 9, 1965. Int'l. Tourism & Sports Exhibition. Palais de Beaulieu.

Montreux

May, 1965. Int'l. Television Equipment Trade Fair. P. O. Box 97.

Zurich

August. 27-Sept. 1. Radio & TV Exhibition—FERA. Edenstrasse 20.

Sept. 10-14. Oil, Hydraulic, & Pneumatic Equipment. Molkenstrasse 16.

Feb. 25-March 2, 1965. Int'l. Cycle & Motor Show. Nordstrasse 20.

March 26-April 4, 1965. Heating, Insulation, Air Conditioning, Sanitary & Automation—HILSA. Nordstrasse 20.

June, 1965. Swiss Import Exhibition. Nordstrasse 20.

Syrian Arab Republic

Damascus

Aug. 25-Sept. 20.★ Damascus Int'l. Fair. General. 67 Baghdad Ave.

Tanganyika

Dar es Salaam

Nov. 7-28.★ U.S. Solo Exhibit. Office of Int'l. Trade Promotion, U.S. Dept. of Commerce, Washington, D. C. 20230. (Tentative, inter-agency.)

Tunisia

Tunis

September-October. Tunis Int'l. Trade Fair. General. Avenue Mohamed V.

Turkey

Izmir

Aug. 20-Sept. 20★—Aug. 20-Sept. 20, 1965. Izmir Int'l. Fair. General. Kulturpark

Uganda

Kampala

Nov. 14-29. Uganda Int'l. Trade Fair. P. O. Box 142.

Yugoslavia

Belgrade

Oct. 10-18. Int'l. Clothing Fair. Bd. Vojvode Musica 14.

Ljubljana

Aug. 29-Sept. 6. Int'l. Wine Fair. Titova 50.

Oct. 17-25. Int'l. Fair of Modern Electronics. Radio and telecommunications. Titova 50.

Novi Sad

May 9-16, 1965. Int'l. Agricultural Fair. Hajduk Veljkova 11.

Zagreb

Sept. 5-20★—Apr. 17-25, 1965. Int'l. Trade Fair. General. 25 Savska Cesta. Semi-annual.

United States

August

2-5. Gift, China, Glass & Stationery Show. Memphis. Helen Brett Enterprises Inc., 6 E. Monroe St., Chicago, Ill.

3-7. National Notion & Novelty Show.

New York. Flo English, Hotel Statler-Hilton, Room 122, New York, N.Y.

15-19. Houston Cosmetic & Gift Show. Houston. 625 Wilson Bldg., Dallas, Texas.

23-26. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

23-26. Fancy Food & Confection Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y.

24-27. American Hospital Assn. Exhibition. Chicago. 840 N. Lakeshore Dr., Chicago, Ill.

25-28. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles, Calif.

26-30. Laundry & Cleaners Allied Trades Exhibit. New York. 1180 Raymond Blvd., Newark, N.J.

29-Sept. 9. Indiana State Fair. Indianapolis. International Building, State Fair Grounds, Indianapolis, Ind.

30-Sept. 2. Denver Gift & Jewelry Show. Denver. Trade Shows, Ltd., 3510 Council St., Los Angeles, Calif.

September

1-4. National Chemical Exposition. Chicago. 86 East Randolph St., Chicago, Ill.

3-13. California State Fair & Exposition. Sacramento. Box 2036, Sacramento, Calif.

6-9. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

6-10. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angeles, Calif.

6-10. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

9-13. Aerospace Panorama. Washington, D.C. 1725 DeSales St., NW., Washington, D.C.

10-20. U.S. World Trade Fair. San Francisco. Charles Snitow Organization, 331 Madison Ave., New York, N.Y.

11-19. Kentucky State Fair. Louisville. P. O. Box 17067, Louisville, Ky.

19-27. Eastern States Exposition. West Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.

20-22. Phoenix Gift & Jewelry Show. Phoenix. 3510 Council St., Los Angeles, Calif.

22-24. Material Handling Institute Pacific Coast Show. Seattle. Hanson & Shea Inc., One Gateway Center, Pittsburgh, Pa.

22-25. Iron & Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa.

26-30. National Tire Dealer's & Retreader's Assn. Show. Pittsburgh. 1345 "L" Street, N.W., Washington, D.C.

26-30. National Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington, D.C.

26-Oct. 4. State Fair of Oklahoma. Oklahoma City. P.O. Box 5026, Oklahoma City, Oklahoma.

26-Oct. 1. Philadelphia Gift Show. Philadelphia. Donald C. Little Management, 220 Fifth Ave., New York, N.Y.

28-Oct. 2. National Hardware Show. New York. 331 Madison Ave., New York, N.Y.

28-30. Int'l. Film Festival of New York. New York. 17 E. 45th Street, New York, N.Y.

28-30. American Meat Institute Convention & Exhibition. Chicago. 59 East Van Buren St., Chicago, Ill.

October

4-7. Produce Packaging Exposition. New York. P.O. Box 29, Newark, Del.

4-9. Dairy Industries Exposition. Chicago. Dairy Industries Supply Assn. 1145 19th St., NW., Washington, D.C.

10-25. Texas International Trade Fair. Dallas. P.O. Box 26010, Dallas 26, Texas.

11-14. National Shoe Fair of America. Chicago. Room 1929, New Yorker, New York, N.Y.

12-14. Pan American Hotel & Restaurant Exposition. Miami. 207 Webb Bldg., 1400 N.E. 125th St., North Miami, Fla.

12-15. Instrument Automation Conference & Exhibition. New York. Instrument Society of America, 313 Sixth Ave., Pittsburgh, Pa.

12-16. Southern Textile Exposition. Greenville. 322 W. Washington, Greenville, S.C.

14-17. Direct Mail Advertising Assn. Show. New York. 20 Chevy Chase Circle, NW., Washington, D.C.

17-20. Convention-Exhibit of Automatic Merchandising. Chicago. 7 South Dearborn St., Chicago, Ill.

18-20. Brewers Association of America Exhibition. Chicago. 541 W. Randolph St., Chicago, Ill.

18-22. International Taxicab Show. Chicago. 4415 N. California Ave., Chicago, Ill.

TASTY POPCORN: U.S.-made vending machines exhibited at the Osaka international trade fair held last April sold everything from school supplies to popcorn, sampled by the kimono-clad visitor.

18-22. National Association of Men's Sportswear Buyers—PANORAMAS. New York. 350 Fifth Ave., New York, N.Y.

19-21. National Electronics Conference & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill.

19-23. Materials/Metals Show. Philadelphia. American Society for Metals, Metals Park, Ohio.

19-24. Business Equipment Exposition. Los Angeles. 235 E. 42nd St., New York, N.Y.

25-28. American Bottled Water Assn. Trade Show. Washington, D.C., Hanson & Shea, Inc. One Gateway Center, Pittsburgh, Pa.

25-28. National Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y.

26-30. National Safety Congress & Exposition. Chicago. 425 N. Michigan Ave., Chicago, Ill.

November

4-6. Northeast Electronics Research & Engineering Meeting. Boston. Box 324, Waltham, Mass.

13-15. Building Materials Exposition. Dallas. Suite 302, Ring Bldg., Washington, D.C.

14-18. Int'l. Assn. of Clothing Designers Show. Chicago. 12 S. 12th St., Philadelphia, Pa.

16-19. Int'l. Soft Drink Industry Exposition. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

16-20. American Society of Agronomy Exhibition. Kansas City, Mo. 677 S. Segoe Rd., Madison, Wis.

17-20. Die Casting Exposition & Congress. Detroit. 19382 James Couzens Hy., Detroit, Mich.

27-Dec. 2. Electrical & Home Appliance Show. San Diego. 861 Sixth Ave., San Diego, Calif.

29-Dec. 3. National Shoe Fair of America. New York. Room 695, Sheraton Atlantic, New York, N.Y.

30-Dec. 4. Atom Fair. San Francisco. 850 Third Ave., New York, N.Y.

December

6-10. National Home Builders Convention & Exposition. Chicago. 1625 L St., NW., Washington, D.C.

8-11. Agricultural Engineering Exposition. New Orleans. One Gateway Center, Pittsburgh, Pa.

January 1965

3-6. Miami China, Glass, Gift & Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

'PRECISION USA': The recent U.S. trade show in Zurich proved popularity of U.S.-made equipment.

6-10. China, Glass Show. Atlantic City. Little Brothers Shows, Inc., 220 Fifth Ave., New York, N.Y.

7-10. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif.

10-16. Washington Gift Show. Washington, D.C. 220 Fifth Ave., New York, N.Y.

11-15. Society of Automotive Engineers Congress & Exposition. Detroit, 485 Lexington Ave., New York, N.Y.

11-15. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

12-17. Toledo Automobile Show. Toledo. 1 Main St., Toledo, Ohio.

19-21. Agricultural Trade Show of Maine. Lewiston. State House, Augusta, Maine.

22-29. California Gift Show. Los Angeles, Calif. 3510 Council Street, Los Angeles, Calif.

24-27. The Canners Show. San Francisco. 7758 Wisconsin Ave., Bethesda, Md.

25-28. Int'l. Heating & Air Conditioning Exposition. Chicago. 200 Park Ave., New York, N.Y.

26-29. Plant Maintenance & Engineering Show. Philadelphia. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

30-Feb. 3. National Automobile Dealers Equipment Exhibit. Las Vegas. 2000 K St., NW., Washington, D.C.

30-Feb. 7. Mid-America Boat Show. Cleveland. 536 Film Bldg., Cleveland, Ohio.

31-Feb. 4. Hobby Industry Trade Show. Chicago. Hobby Industries Assn., 200 Fifth Ave., New York, N.Y.

31-Feb. 4. National Sporting Goods Assn. Show. Chicago. 23 East Jackson Blvd., Chicago, Ill.

February 1965

1-4. National Auto Accessories Exposition. New York. 1 Bala Rd. Bala Cynwyd, Pa.

7-9. Gift, China, & Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

12-15. Advertising Specialty Guild Int'l. Show. Dallas. 620 N. Michigan Ave., Chicago, Ill.

20-28. Int'l. Boat & Sport Show. Washington, D.C. 1411 K St., NW., Washington, D.C.

21-25. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angeles, Calif.

28-March 4. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

28-March 5. Int'l. Beauty Show. New York. 16 W. 46th St., New York.

March 1965

5-13. Motor Boat & Sportsmen's Show. Philadelphia. 803-1411 Walnut St., Philadelphia, Pa.

7-11. Variety Merchandise Fair. New York. 12 West 42nd St., New York, N.Y.

7-12. Int'l. Toy & Trade Fair. New York. International Trade Shows, 545 Fifth Ave., New York, N.Y.

7-12. Int'l. Bicycle Show. New York. International Trade Shows, 545 Fifth Ave., New York, N.Y.

8-11. Industrial Building Exposition & Congress. Detroit. Clapp & Poliak, Exposition Management, 341 Madison Ave., New York, N.Y.

14-17. Minneapolis Gift & Jewelry Show. Minneapolis. 6 E. Monroe St., Chicago, Ill.

19-21. Int'l. Stamp & Coin Exhibition—INTERPEX. New York. Industrial Exhibitions, Inc., 17 East 45th St., New York, N.Y.

21-25. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y.

22-25. Int'l. Electric, Electronics Engineers Exhibition. New York. William C. Copp. Adv. Dept. 72 W. 45th St., New York, N.Y.

22-26. Western Metal & Tool Exposition & Congress. Los Angeles. Metals Park, Ohio.

23-25. Detroit Business Show. Detroit. 817 Penobscot Bldg., Detroit, Mich.

29-April 2. ASTE Tool Show. Cleveland. American Society of Tool Engineers, 10700 Puritan Ave., Detroit, Mich.

April 1965

5-8. National Packaging Exposition. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y.

13-15. Progress in Electrical Electronic Equipment Exhibition. St. Louis. 1221 Locust St., St. Louis, Mo.

21-Oct. 17. New York World's Fair, 64-65. New York. Box 270 Flushing Meadow Park, Flushing, N.Y.

24-28. St. Louis Shoe Show. St. Louis. Arthur H. Gale, Exec. Sec. 1221 Locust St., St. Louis, Mo.

May 1965

3-7. Knitting Arts Exhibition. Atlantic City. 10 East 40th St. New York, N.Y.

13-18. National Shoe Manufacturers Assn. Factory Management Conference & Shoe Machinery Show. Cincinnati. 342 Madison Ave., New York, N.Y.

17-19. Electronic Parts Distributors Show. Chicago. 100 S. Wacker Dr., Chicago.

17-20. Design Engineering Show. New

York. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y.

June 1965

6-10. Confectionery Industries Exposition. Chicago. 36 S. Wabash Ave., Chicago, Ill.

13-17. National Assn. of Retail Grocers Convention-Exhibit. Chicago. 360 N. Michigan Ave., Chicago, Ill.

21-25. National Plumbing & Heating Exposition. Las Vegas. 1016 20th St., NW., Washington, D.C.

July 1965

12-16. National Housewares Exhibit. Chicago. National Housewares Manufacturers Assn., 1130 Merchandise Mart, Chicago, Ill.

25-28. Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill.

August 1965

1-3. Memphis Cotton States Gift & Jewelry Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill.

21-25. Houston Cosmetic & Gift Show. Houston. 625 Wilson Bldg., Dallas, Texas.

24-27. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif.

29-Sept. 1. Minneapolis Gift & Jewelry Show. Minneapolis. 6 E. Monroe St., Chicago, Ill.

30-Sept. 2. American Hospital Assn. Exhibition. San Francisco. 840 No. Lakeshore Dr., Chicago, Ill.

September 1965

5-8. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. 6 E. Monroe St., Chicago, Ill.

5-9. Detroit Gift Show. Detroit. First National Bank Bldg., Zanesville, Ohio.

5-9. Allied Gift & Jewelry Show. Dallas. Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles, Calif.

11-15. National Tire Dealers & Retreaders Assn. Dallas. 1345 L St., NW., Washington, D.C.

12-15. American Meat Institute Convention & Exhibition. New York. 59 E. Van Burean St., Chicago, Ill.

15-19. Aerospace Panorama. Washington, D.C. 1725 DeSales St., NW., Washington, D.C.

18-22. National Stationery & Office Equipment Show. Chicago. National Stationery & Office Equipment Assn. 740 Investment Bldg., Washington, D.C.

18-23. Philadelphia Gift Show. Philadelphia. Donald C. Little Management. 220 Fifth Ave., New York, N.Y.

FISHING TACKLE DEMONSTRATION: Visitors to the 1963 Poznan International Trade Fair examine U.S.-made fishing tackle and gear in a demonstration of casting that proved to be a crowd stopper.

18-26. Eastern States Exposition. W. Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass.

20-Oct. 1. Production Engineering Show. Chicago. Clapp & Poliak, 341 Madison Ave., New York, N.Y.

21-23. Electrical Progress Show. Philadelphia. H. F. Grebe Management, 117 S. 17th St., Philadelphia, Pa.

25-Oct. 1. American Textile Machinery Exhibition. Atlantic City. American Textile Machinery Assn., P. O. Box 596, Vienna, Va.

October 1965

2-9. National Dairy Cattle Congress. Waterloo, Iowa. Box 298, Waterloo, Iowa.

4-7. Instrument-Automation Conference & Exhibition. Los Angeles. Instrument Society of America, 313 6th Avenue, Pittsburgh, Pa.

16-19. Convention-Exhibit of Automatic Merchandising. Miami Beach. 7 South Dearborn St., Chicago, Ill.

18-22. National Exposition of the American Society for Metals—ASM 1965 Metals/Materials Show. Detroit. William J. Hilty, Exposition Manager, Metals Park, Ohio.

November 1965

1-5. American Society of Agronomy. Columbus, Ohio. 677 S. Segoe Rd., Madison, Wisc.

2-5. Packaging Machinery Manufacturers Institute Show. Chicago. International Exposition Co., 480 Lexington Ave., New York, N.Y.

3-5. Northeast Electronics Research & Engineering Show. Boston. NEREM Exhibits, Box 324, Waltham 54, Mass.

9-11. National Hotel and Motor Hotel Exposition. New York. 141 West 51st, New York, N.Y.

14-18. International Assn. of Clothing Designers. Boston. 12 S. 12th St., Philadelphia, Pa.

28-Dec. 1. Produce Packaging Exposition. Miami Beach. P. O. Box 29, Newark, Del.

29-Dec. 3. Exposition of Chemical Industries. New York. 480 Lexington Ave., New York, N.Y.

December 1965

5-9. National Assn. of Home Builders Convention & Exposition. Chicago. 1625 L St. NW., Washington, D.C.

Specialty Fairs

The following list indicates those trade fairs which are listed as other than general, and can be classified as having a major item as a subject for display. Readers will find more detailed particulars on the fairs by referring to the main list, which gives the fairs by country and city.

Agricultural

Adelaide, AUSTRALIA; Brisbane, AUSTRALIA; Perth, AUSTRALIA; Graz, AUSTRIA; Ried, AUSTRIA; Brussels, BELGIUM; London, ENGLAND; Paris, FRANCE; Berlin, GERMANY; Verona, ITALY; Nairobi, KENYA; Madrid, SPAIN; Novi Sad, YUGOSLAVIA; Chicago, ILLINOIS; Water-

loo, IOWA; New Orleans, LOUISIANA; Lewiston, MAINE; Kansas City, MISSOURI.

Audio

London, ENGLAND; Paris, FRANCE; Milan, ITALY; Amsterdam, NETHERLANDS; Montreux, SWITZERLAND; Zurich, SWITZERLAND; Ljubljana, YUGOSLAVIA.

Boats, Boating

Melbourne, AUSTRALIA; Toronto, CANADA; Copenhagen, DENMARK; Birmingham, ENGLAND; London, ENGLAND; Marseilles, FRANCE; Paris, FRANCE; Berlin, GERMANY; Friedrichshafen, GERMANY; Hamburg, GERMANY; Genoa, ITALY; Oslo, NORWAY; Goteborg, SWEDEN; Malmo, SWEDEN; Washington, D.C.; Cleveland, OHIO; Philadelphia, PENNSYLVANIA.

Brewing, Bottling, Allied Trades

Brighton, ENGLAND; London, ENGLAND; Paris, FRANCE; Dortmund, GERMANY; Ljubljana, YUGOSLAVIA; Chicago, ILLINOIS; Washington, D.C.

Building, Construction

Brussels, BELGIUM; Copenhagen, DENMARK; London, ENGLAND; Manchester, ENGLAND; Munich, GERMANY; Detroit, MICHIGAN; Dallas, TEXAS.

Clothing, Textiles, Related Products

Brussels, BELGIUM; Aalborg, DENMARK; Herning, DENMARK; London, ENGLAND; Paris, FRANCE; Duesseldorf, GERMANY; Frankfurt, GERMANY; Busto Arsizo, ITALY; Florence, ITALY; Milan, ITALY; Turin, ITALY; Amsterdam, NETHERLANDS; Oporto, PORTUGAL; Belgrade, YUGOSLAVIA; Leskovac, YUGOSLAVIA; Chicago, ILLINOIS; New York, NEW YORK; Greenville, SOUTH CAROLINA.

Electronic, Instrumentation, Automation

Manchester, ENGLAND; Duesseldorf, GERMANY; Milan, ITALY; Rome, ITALY; Amsterdam, NETHERLANDS; Basel, SWITZERLAND; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Boston, MASSACHUSETTS.

Engineering

Brisbane, AUSTRALIA; Melbourne, AUSTRALIA; Sydney, AUSTRALIA; Montreal, CANADA; London, ENGLAND; New York, NEW YORK; Detroit, MICHIGAN; Philadelphia, PENNSYLVANIA; Seattle, WASHINGTON.

Food Products, Machinery

Toronto, CANADA; Birmingham, ENGLAND; Blackpool, ENGLAND; London, ENGLAND; Manchester, ENGLAND; Paris, FRANCE; Berlin, GERMANY; Cologne, GERMANY; Dortmund, GERMANY; Duesseldorf, GERMANY; Hamburg, GERMANY; Munich, GERMANY; Stuttgart, GERMANY; Parma, ITALY; Amsterdam, NETHERLANDS; Utrecht, NETHERLANDS; Washington, D.C.; Miami, FLORIDA; Chicago, ILLINOIS; New York, NEW YORK.

Furniture

Fredericia, DENMARK; London, ENGLAND; Lyon, FRANCE; Paris, FRANCE; Cologne, GERMANY; Luxembourg, LUXEMBOURG; Utrecht, NETHERLANDS.

Gifts, Jewelry

Montreal, CANADA; Phoenix, ARIZONA; Los Angeles, CALIFORNIA; Denver, COLORADO; Washington, D.C.; Miami, FLORIDA; Atlanta, GEORGIA; New Orleans, LOUISIANA; Detroit, MICHIGAN; Minneapolis, MINNESOTA; Atlantic City, NEW JERSEY; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Memphis, TENNESSEE; Dallas, TEXAS; Houston, TEXAS.

Hardware

Montreal, CANADA; Toronto, CANADA; London, ENGLAND; Cologne, GERMANY; Basel, SWITZERLAND; New York, NEW YORK.

Heating, Air Conditioning, Refrigeration

Brussels, BELGIUM; Toronto, CANADA; London, ENGLAND; Frankfurt, GERMANY; Stuttgart, GERMANY; Glasgow, SCOTLAND; Zurich, SWITZERLAND; Chicago, ILLINOIS; Las Vegas, NEVADA.

Homes, Home Furnishings

Melbourne, AUSTRALIA; Liege, BELGIUM; Toronto, CANADA; Leeds, ENGLAND; London, ENGLAND; Manchester, ENGLAND; Preston, ENGLAND; Naples, ITALY; Turin, ITALY; Amsterdam, NETHERLANDS; The Hague, NETHERLANDS; Glasgow, SCOTLAND; Geneva, SWITZERLAND; Chicago, ILLNOIS.

Leather

Brussels, BELGIUM; Montreal, CANADA; Blackpool, ENGLAND; Harrogate, ENGLAND; Leicester, ENGLAND; London, ENGLAND; Paris, FRANCE; Duesseldorf, GERMANY; Offenbach, GERMANY; Florence, ITALY; Milan, ITALY; Turin, ITALY; Vigevano, ITALY; Utrecht, NETHERLANDS; Elda, SPAIN; Chicago, ILLINOIS; St. Louis, MISSOURI; Cincinnati, OHIO.

Machinery, Machine Tools

Copenhagen, DENMARK; London, ENGLAND; Tokyo, JAPAN; Nagoya, JAPAN; Utrecht, NETHERLANDS; Bilbao, SPAIN; Atlantic City, NEW JERSEY; Cleveland, OHIO.

Medical, Chemical, Pharmaceutical

Sydney, AUSTRALIA; Toronto, CANADA; London, ENGLAND; Berlin, GERMANY; Chicago, ILLINOIS.

Motor

Brussels, BELGIUM; Copenhagen, DENMARK; Leeds, ENGLAND; Paris, FRANCE; Frankfurt, GERMANY; Stuttgart, GERMANY; Turin, ITALY; Amsterdam, NETHERLANDS; Geneva, SWITZERLAND; Chicago, ILLINOIS; Toledo, OHIO; Las Vegas, NEVADA.

Office Equipment, Machines

Montreal, CANADA; Toronto, CANADA; London, ENGLAND; Paris, FRANCE; Duesseldorf, GERMANY; Frankfurt, GERMANY; Stuttgart, GERMANY; Milan, ITALY; Amsterdam, NETHERLANDS; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Detroit, MICHIGAN.

Packaging, Materials Handling

Toronto, CANADA; Paris, FRANCE; Amsterdam, NETHERLANDS; San Francisco, CALIFORNIA; Chicago, ILLINOIS; New York, NEW YORK.

Photographic

London, ENGLAND; Cologne, GERmany.

Plastics

London, ENGLAND; Oyonnax, FRANCE; Duesseldorf, GERMANY; Milan, ITALY.

Sports, Camping, Fisheries Industries

Copenhagen, DENMARK; London, ENGLAND; Paris, FRANCE; Cologne, GERMANY; Wiesbaden, GERMANY; Ancona, ITALY; Amsterdam, NETHERLANDS; Glasgow, SCOTLAND.

Toys

Brighton, ENGLAND; Harrogate, ENGLAND; Lyon, FRANCE; Nurenberg, GERMANY; New York, NEW YORK.

Seven companies win 'E' awards for assistance in increasing exports of U.S.-made products

Firms export ice cube machines, auto parts, lamps, food products, hi-fi equipment, projection screens, textiles

What things does a business firm look for in choosing an export house?

The Uniflow Manufacturing Co. of Erie, Pa., which produces automatic ice cube machines and automatic ice flake machines, looks for three things: financial stability, experience and aggressiveness.

Once the selection is made, the company helps the export house in the preparation of foreign literature, participation in trade shows, and in anything else necessary to get foreign business.

Uniflow, which works through export houses in Germany, France, Spain, Japan, South America, and Canada, reported an export percentage of total sales at 14% in 1963.

For its work in increasing sales abroad, the firm was presented with the President's "E-for-Export" award July 15 at a noon luncheon at the Rotary Club in the Boston Store Dining Room in Erie. Ray L. Morgan, director of the Office of Field Services, presented the award to C. A. Kuebler, president.

Time to fight back

Freedco Products, Inc., of Long Island, N.Y., watched for many years as Germany, Great Britain and Japan produced an ever increasing range of fast-moving replacement parts for several U.S.-made vehicles.

The company decided it was time to fight back and produce parts for European cars and trucks at competitive prices. The firm's agents reported that brake lining sets would be popular abroad.

Within a short time after the first deliveries, the company received a large number of orders which normally would have been placed in Great Britain or Germany. Selling in Saudi Arabia, Syria and Iraq took somewhat longer because of competition from Japan but today Freedco has many customers there who buy only U.S.-made parts.

Herbert W. Klotz, Assistant Secretary for Administration, presented the firm with an "E" award July 15. Herbert Freedman, president, accepted the presentation at a ceremony at the company factory in Long Island.

The following day, two firms simultaneously received the award.

Duro-Test Corp. of North Bergen, N.J., manufactures fluorescent tubes, incandescent bulbs, mercury vapor fluomeric lamps for industry and commerce. In the first few years of its existence, the firm's international division tried to sell abroad through distribution to wholesalers, dealers and manufacturer's representatives.

The combination of low sales and high discounts left virtually no profit so another approach had to be made—elimination of the wholesalers, dealers and representatives in favor of direct sales organizations.

Breaks price barrier

Duro-Test is convinced that its most important contribution to international trade lies in training its sales personnel to respect the intelligence of the customer. This attitude, the company feels, breaks the price barrier and re-establishes the advantages of American long-run quality.

Brewster, Leeds & Co., Inc., of New York, N.Y., is a combination of export managers for U.S. food industry manufacturers.

The firm, which does only export business, has developed an export trade for U.S. food products, primarily those which are consumer packaged goods and which lend themselves to distribution in grocery stores, food stores, food departments of department stores and supermarkets.

It specializes in the export of confectionery, chewing gum, biscuits, bubble gum, chocolate, cocoa products, popcorn, fancy food products and snack items.

Most of these goods were completely unknown in foreign lands so they required constant new sampling and, in many cases, adjustments of existing packaging ideas to meet the needs of the individual market situations.

Secretary of Commerce Luther H. Hodges presented the awards at a Commerce Department ceremony July 16. Serge A. Manni, vice president of Duro-Test, and Joseph B. Ducat, president, and William S. Ducat, treasurer of Brewster, Leeds & Co., accepted.

Makes hi-fi equipment

Electronic Instruments Co., Inc., of Flushing, N.Y., produces test instruments and high fidelity equipment in kits and wired form.

The company has been successful in promoting the sales of its products in large quantities in Germany, Italy and France where there are local manufacturers of similar products.

All correspondence of the firm is answered in Spanish, French, German, or English.

Herbert W. Klotz, Assistant Secretary for Administration, presented the firm with an "E" award July 17 at a ceremony at the company plant. H. Ashley, president, accepted.

The Radiant Manufacturing Corp., Morton Grove, Ill., subsidiary of United States Hoffman Machinery Corp., manufactures photographic projection screens for the audio-visual and amateur photo trade.

The firm has set up its own sales organization in Europe and employs experienced European personnel. It recently introduced a new type of lenticular photographic projection screen into the foreign market, an item not previously exported by U.S. projection screen manufacturers.

Anthony J. Buchar, director of the Chicago Field Office, presented the "E" award July 19 at a ceremony in the Sherman Hotel in Morton Grove. Adolph M. Wertheimer, president, accepted.

Two days later, Turney Halsey Co., Inc., of New York, N.Y., was given an award for its work as an export sales agent. The firm is one of the largest cotton textile exporters in the U.S. and has been in the export business since 1908.

Turner Halsey was recently successful in convincing the government hospitals in New Zealand to utilize American-made Dundee Mills towels, the first time they have ever used U.S. products.

For East market

The firm has successfully introduced U.S. styled fabrics, such as denims, in Japan, and recently arranged for window displays in the major department stores in Hong Kong of U.S.-made sheets, pillowcases and towels.

Under Secretary of Commerce Franklin D. Roosevelt, Jr. presented the award July 21 in his office to George H. Lanier, president, and William Singer, vice president.

120 Countries at UNCTAD

World's trade, development problems occupied 2,000 at Geneva for 12 weeks

*The following is a capsule version of a comprehensive, detailed report on the March 23-June 16 deliberations of UNCTAD. To obtain a copy of the complete report —prepared by Frederick Strauss, Acting Director, European Division, Bureau of International Commerce—***write:**

U.S. Department of Commerce
Bureau of International Commerce
European Division
Washington, D.C. 20230

The recently concluded United Nations Conference on Trade and Development (UNCTAD) was unique in many respects.

Over 2,000 delegates represented 120 countries. The agenda embraced the whole field of problems facing developing countries in their economic relations among themselves and with the rest of the world.

The scope of the proposed topics necessitated the establishment of 5 committees.

First Committee—on international commodity problems, including the issue of synthetic and substitute materials.

Second Committee—on trade in manufactures and semi-manufactures.

Third Committee—on improvement of invisible trade of developing countries, the question of financing for an expansion of international trade, and important aspects of international compensatory financing.

Fourth Committee—on institutional arrangements, methods and the continuing machinery needed to implement measures relating to the expansion of international trade.

Fifth Committee—on the general problem of expansion of international trade and its significance for economic development, and implications of regional economic groupings. One of its major concerns was the formulation of principles governing international trade relations and trade policies conducive to development.

A series of special working parties and drafting and conciliation groups ultimately reported the results of their efforts to the main committees.

By and large, the work of the committees centered around proposals submitted by the 75 developing countries, and negotiations frequently took the form of modifying these draft proposals.

The report, "Toward a New Trade Policy for Development," prepared under the direction of the Conference Secretary General, Dr. Raul Prebisch, had major impact on the approach and proceedings of the Conference. The regional groupings of the developing countries had endeavored, in general successfully, to reach unified positions on the key issues.

In their attempt to present their case in a unified form, the group of 75 developing countries pressed for a vote—and outvoted the developed countries—on controversial issues upon which no agreement was possible at that time.

Conciliation machinery succeeded at the very last minute in working out compromise solutions presenting various aspects of the issues involved without specifying measures for action and leaving final formulation of such measures to the continuing machinery.

The issues

There was widespread concern that the growth rate of 5% per annum to be attained by 1970 as the objective of the United Nations Development Decade might in fact be out of reach unless more determined measures and actions were taken by both the developing and developed countries. Such measures and actions, it was stressed, should be designed primarily to raise the level and accelerate the rate of growth of earnings from trade.

The trade surplus of the developing countries in 1950 had turned into a deficit of $2.3 billion by 1962, while at the same time their net payments for investment income and other invisibles amounted to $3.3 billion. This deficit was covered and, in fact, made possible by aid and other capital flows from the developed countries.

There was general agreement that the gap between the import requirements of developing countries and their proceeds from exports has been widening. The United Nations Secretariat estimated that this gap would be about $20 billion by 1970, assuming no change in the trends of the fifties and no change in policy. However, discussion brought into question not only the present and future magnitude of this "gap" but the very concept of the "gap" itself. The $20 billion estimate is presently considered as no more than illustrative.

With 90% of the export earnings of developing countries derived from a narrow range of primary commodities, it was considered urgent that "action be taken over a wide front and on dynamic and comprehensive lines so as to conduct a concerted attack on international commodity problems." Industrialized countries were urged to help modify the tendencies in international trade which have prevented developing countries from increasing their earnings from primary commodity exports.

Both international commodity arrangements and improved market access were discussed as methods of increasing exports.

For problems in primary commodity trade caused by short-term price fluctuations, the device of compensatory financing was deemed appropriate. It was also pointed out that financial solutions should be sought for residual long-term problems in primary commodities.

It was believed essential, particularly from a long-term point of view, for less developed countries to promote industries with a high export potential. Diversification and expansion of exports of manufactured and semi-manufactured goods were held to be important devices for achieving a balance in the external accounts of the developing countries.

Developed countries, it was urged, should grant freer access to the manufactures and semi-manufactures which are currently produced and which in a more sophisticated form are expected to be produced in the future. It was recognized that a substantially increased level of such imports by developed countries might involve some readjustment of their domestic industries.

Practically all developing countries, with support from some developed countries, called for preferences to be granted manufactured products from developing countries.

Throughout the Conference it was agreed that developing countries must maximize their own efforts, individually and regionally. The urgency of seeking trade expansion among developing countries was emphasized. Largely upon U.S.

initiative, it was pointed out that the limited size of their individual markets and their inability to produce on scale for a national market indicated the desirability of intensified regional cooperation.

The interrelationship between trade and development was one of the key issues of the Conference, particularly in discussions on financial matters. Considerable emphasis was placed on the relationships of trade and aid to: continuity of sound development programs; terms and conditions upon which aid is offered; provision of guidelines for international financial and technical cooperation; external debt problems of developing countries; and determination of the need and means for increasing the flow of financial resources to these countries.

Perhaps the most important single issue was that of creating continuing machinery for the review and implementation of policies relating to the problems of trade and development of the developing countries.

Primary commodities

Recently a determined effort has been made to mitigate and, as far as possible, to eliminate tariff and nontariff barriers to the developing countries' trade in primary commodities with the rest of the world.

The GATT Ministerial Meeting in May 1963 launched a Program of Action for specific commodities and the Kennedy Round is expected to yield similar results. Although the developing countries felt that the implementation of this Action Program was too slow, the scope for additional initiative action was limited to a broadening of the range of commodities and the inclusion of non-GATT members, primarily the centrally-planned economies.

Improved market access, to be obtained by removing existing barriers and forestalling the creation of new obstacles to commodity trade, was put forth as one method of increasing the exports of developing countries.

Another proposed method of attacking commodity problems was international commodity arrangements. Simplified, the French position, and following it the general position of all Common Market countries, maintains that the organization of world commodity markets through individual commodity arrangements is a more effective alternative than "market access" or "trade liberalization." In any case, liberalization measures should be devised after the nature of the medium- and long-term commodity arrangements have been determined.

Disagreement over the priority of these two methods of attack brought a last-minute compromise. In a preamble, the "market access" or "trade liberalization" issue is set forth together with that of "market stabilization" or "market organization," both to be considered as means of increasing the export earnings of the developing countries by both general and specific measures related to individual commodities.

The provisions on international commodity arrangements suggest broad guidelines derived from past experience but oriented toward the special problems of developing countries. The stated objectives are to stimulate dynamic and steady growth of the developing countries' export earnings and to insure their "reasonable predictability." Commodity arrangements can vary from formal agreements to study groups.

On the institutional side, the continuing machinery provides for the creation of a Commission on Commodity Arrangements and Policies, which is to prepare a General Agreement on Commodity Arrangements.

A second Annex contains recommendations for the reduction and elimination of trade barriers affecting products important in the export trade of developing countries. This final compromise version relates to specific commodities which have been or are likely to be agreed upon, sets target dates, and takes cognizance of the fact that not all countries will be able to comply with respect to all commodities. It appears to be flexible enough to enable all countries to do their share.

In large part, the measures are based on the 1963 GATT Program of Action, but they are somewhat more far-reaching since they cover in addition agricultural price support policies, export subsidies, mixing regulations and surplus and stockpile disposal. Moreover, they address themselves specifically in a special section to the planned-economy countries calling, among other things, for improved access to their markets.

For the first time, the effect of synthetics and substitutes on the export possibilities of developing countries was scrutinized. This problem will be likely to have the close attention of the continuing machinery.

Considerable effort was devoted to the question of how developing countries can expand their export earnings through improved production and marketing techniques.

Trade promotion among developing countries was another subject to which more attention will be given by the continuing machinery.

It was recommended that in the 1965 review of the World Food Program consideration be given to increasing food purchases from less developed countries.

Industrialization

The general statements during the initial sessions of Committee II recognized the necessity for instituting a more diversified pattern of industrialization in the developing countries. There were, understandably, wide divergencies regarding the most effective measures for accomplishing this objective.

The developing countries from the beginning pressed two issues: preferences to be accorded by developed countries to their manufactured and semi-manufactured products: and the transformation of the Center of Industrial Development into a Specialized Agency for Industrial Development.

The United States position was, from the very beginning, unalterably opposed to the principle of preferences of any kind. It considered preferences to be another element of discrimination which would create new barriers to the markets of developed countries and would impede the general reduction of tariffs and the removal of trade obstacles sought in the forthcoming Kennedy Round. Those developed countries favoring preferences were divided with regard to the question of general versus selective preferences.

The Common Market countries supported the Brasseur plan of negotiated selective preferences. This was rather generally opposed, largely because it was felt that country-by-country and product-by-product negotiations would introduce new confusion into trade negotiations.

Some industrialized countries considered participation by all major industrialized countries a necessary precondition of their own readiness to grant preferences to imports of manufactures and semi-manufactures from developing countries.

The gist of the consolidated recommendation of the developing countries consisted of the following requests to the developed countries:

► Immediate elimination of duties on goods on which the most-favored-nation duty is 10% or less, products of cottage industries and handmade goods, semi-manufactured products which are subject to further industrial processing, and goods processed or manufactured primarily from products or materials originating in developing countries.

► Immediate reduction by at least 50% of the most-favored-nation duty, all other import duties on goods imported from developing countries and phasing out of the remaining tariffs in equal stages over a period not greater than 5 years.

The developing countries pressed this consolidated recommendation to a vote in

Committee. No industrialized country voted for it. The developing countries pushed their preference position in Committee I (on primary commodities), in Committee IV (on institutions) and in Committee V (on principles) with the same reaction on the part of the developed market economies.

In last-minute conciliation efforts, the developing countries consented not to present their preference proposal. The Conference finally adopted the compromise proposal worked out by the conciliation group headed by the Conference president.

This compromise recommendation notes that all developing countries and the majority of developed countries have signified their agreement with the principle of assisting the developing countries by the extension of preferences in their favor. It notes that some developed countries are opposed to this principle and support instead the most-favored-nation principle in the extension of concessions by developed to developing countries.

Seeking widest possible agreement, the UN Secretary General is to arrange for the early establishment of a committee of government representatives from developed and developing countries to work out implementation of such preferences on the basis of non-reciprocity from the developing countries. This report is to be circulated to the participating governments and to the continuing machinery.

Simultaneously, the recommendation submitted by the president of the Conference and adopted by it calls for a series of non-discriminatory measures of trade liberalization along the lines of U.S. proposals to help developing countries expand their exports of manufactured and semi-manufactured products. The GATT Action Program and the general acceptance of the principle that developed countries should not expect reciprocity in tariff and trade negotiations with developing countries are specifically noted. Moreover, important inter-relationships between trade, assistance, and industrial development are pointed out in the recommendation calling for close collaboration of the agencies concerned.

Specific guidelines call for:

► A standstill on tariff and nontariff barriers to such exports from developing countries. Any developed country exceptionally intensifying such barriers should consult the developing countries bilaterally or through appropriate international institutions.

► Maximum reductions and possibly elimination of duties in international trade negotiations on export products of special interest to developing countries.

► Removal, as soon as possible, of quantitative restrictions on such products by developed countries.

► Expediting work in Committee III of GATT on barriers to such trade.

► Cooperative measures to raise the level of technology and industrial skills in the developing countries to build export production.

► Participation by developed countries, at the request of developing countries, in the analysis of their trade and development plans and policies and their aid and trade relationships.

► Collaboration between developed and developing countries in seeking export expansion through international harmonization and the adjustment of national policies, and through creation of facilities for increasing the flow of trade information and the development of market research within individual countries or internationally.

► Holding periodic consultations in international institutions among developed and developing countries to review progress of the total program.

Financial

A number of important recommendations dealing with financial matters were passed practically unanimously in The Third Committee, including guidelines for international cooperation, with conditions and terms of aid; supplementary financial measures and compensatory financing to assist developing countries grappling with significant declines of export proceeds; recognition of the inadequacy of present growth rates in developing countries and the need for growth-stimulating measures to be initiated by developing and developed countries; the burden of external debt in developing countries; and the need for measures designed to increase the flow of public and private capital to developing countries.

Some of the important recommendations on financial matters were jointly sponsored and voted favorably upon by both the developed and developing countries.

The committee's recommendation on principles of aid, sponsored jointly by 12 developing countries and the United States, calls on developing countries—with the cooperation of the developed countries—to initiate appropriate measures for implementing their development programs, emphasizing the importance of balanced and diversified growth. Both industrial and agricultural growth are called for, and the committee stresses the desirability of channeling the financial resources through multilateral institutions.

Repayment capacity

Interest rates and repayment terms, the committee holds, should take into account the over-all repayment capacity of the borrowing countries. Long-term financing is recommended for the repayment of external debt. Periodic appraisals of the external indebtedness of the borrowing countries are called for to allow rescheduling and consolidation of debts with appropriate periods of grace and amortization and reasonable rates of interest. To expedite the flow of assistance, the recommendation suggests modifications of administrative procedures and requirements presently employed by industrial countries, international institutions and developing countries.

On the issue of supplementary financial measures, a compromise attacks the problem of financial shortfalls resulting from chronic adverse movements in export earnings. The goal would be to avoid disruption of development programs—threatened by the shortfalls—through longer-term assistance to developing countries. The scheme would be submitted to the International Bank for Reconstruction and Development.

The compromise recommendation calls on the continuing machinery to "study and organize further discussions of the concepts and proposals for compensatory financing put forward by the delegation of the developing countries." Compensatory financing is contemplated as a means of overcoming the effects of a deterioration in the terms of trade, but action here is problematical because the developed market economies have indicated disagreement with such a scheme.

Growth and aid

The growth and aid recommendation also represents a compromise. It urges both developing and developed countries to seek an increase in growth rates and initiate measures to achieve increases in the income growth of developing countries. It calls on each developed country to endeavor to supply "financial resources to the developing countries of a minimum net amount approaching as nearly as possible 1% of its national income, having regard, however, to the special position of certain countries which are net importers of capital." The need for developing countries to introduce adequate measures of self-help is reiterated.

A recommendation deals with the role of international institutions and creditor countries, the responsibilities of the developing countries, and the international financial agencies to "consider the possibility of adapting their organizations and procedures with a view to improving the terms of their transactions, keeping in view the particular problems of developing countries." It urges making additional resources available to the Inter-

national Development Agency through transfer of IBRD earnings at the end of each fiscal year and the contributions of member governments.

Another recommendation calls on developed countries to take appropriate measures for encouraging the flow of private investment to the developing countries. It urges developing countries to take all appropriate steps to provide a favorable climate for direct private investment, and points to measures which developed countries, international institutions and developing countries might apply to provide better information to investors.

Equalization fund asked

One of the recommendations contains the Israeli proposal for the creation of an Interest Equalization Fund. This scheme seeks a substantial increase in the flow of private capital to developing countries by reducing the debt service of developing countries to amounts they can afford. The IBRD would borrow in commercial markets at prevailing interest rates, and these funds would be loaned to developing countries by IDA on IDA concessional lending terms. The difference between the higher borrowing and the lower lending rates would be met by a multilateral fund financed by contributions from industrial countries. This scheme is to be submitted to the IBRD for further study.

Machinery for the continuous study of specific trade and development problems of developing countries is provided for in another compromise recommendation. While this recommendation delineates the broad aspects of the future institutional set-up, important questions of primary concern to the developed countries still remain to be straightened out.

This and other recommendations of the Fourth Committee are addressed to the General Assembly of the United Nations, which is requested to consider them at its 19th Session in conjunction with a report and proposals to be made by a special committee appointed by the Secretary General of the United Nations.

UNCTAD's future

The present United Nations Conference on Trade and Development would be established as an organ of the General Assembly, with membership limited to member countries of the United Nations, specialized agencies, or the International Atomic Energy Agency.

The Conference would meet at intervals of not more than 3 years, the next one early in 1966. It would be a center for harmonizing the trade and related development policies of governments and regional economic groupings.

A 55-member Trade and Development Board would be established as the permanent Conference organ, with members elected by the Conference.

The Board would function when the Conference was not in session, in conformity with the responsibilities of the Economic and Social Council under the United Nations Charter. It would establish 3 main committees—on commodities, on manufactures, and on invisibles and financing relating to trade.

Proper servicing for the Conference, the Board and subsidiary bodies would be provided by a full-time Secretariat within the UN Secretariat.

Overview

In retrospect, UNCTAD presented a mixed picture suggesting these general observations:

As expected, the views of the developed market economies on some of the key issues were far from uniform. When major adjustments in the economic structures of these countries are called for, considerable effort will be required to coordinate policies and minimize dislocations.

The attitudes of the centrally-planned economies were also far from uniform. In view of the generally low level of their trade with the developing countries, they all promised sharp increases in such trade. The Soviet Union virtually committed itself to such increases with no strings attached, but Poland and some other countries made such increases dependent upon their acquisition of foreign exchange surpluses from the developed market economies. These countries had little to offer, but tried hard to convey to the developing countries the impression of great sympathy with their cause.

The new cohesion among the group of 75 attained during this Conference and the creation of a continuing machinery charged with pursuing solutions of developing countries will keep these issues active for a long time to come.

Developing countries can now be expected to take an interest in the implementation of well-thought-out development programs looking to improvement of agricultural and industrial production, increases in productivity, diversification and marketing of exportable surpluses.

Strengthening of facilities already available in the Center of Industrial Development and in other institutions should not only increase the know-how in this field, but also provide for necessary coordination and cooperation among developing countries. In the field of trade assistance particularly, strengthening of facilities for channeling market research and marketing opportunities to developing countries has found widespread appreciation among developed countries.

The accomplishment of sustained and increased economic growth in the developing countries would of necessity lead to a considerable increase in their share of total world trade. To the extent that developing countries are able to increase their exportable surpluses and market them in the developed countries, developed countries will be able to increase their exports to the developing countries. As usual in international trade relations, this is a two-way street.

As far as the American business community is concerned, this represents a challenge for the future. To that extent, our broad national responsibilities for contributing to the improvement of living standards in developing countries may very well coincide with our domestic interests.

Twin mergers involve 4 Netherlands banks

The Netherlands Bank has approved 2 sets of mergers involving the country's 4 largest commercial banks.

Nederlandsche Handel-Maatschappij Bank and Twentsche Bank will merge to form the Algemene Bank Nederland, and the Amsterdamische and Rotterdamische Banks will combine to form the Amsterdam-Rotterdam Bank.

The Amsterdam-Rotterdam Bank will be the largest bank in the Netherlands, having assets of almost $1.5 billion and operating more than 600 branches.

The Algemene Bank Nederland with assets of $1.35 billion will be the second-largest Dutch Bank. Currently, Twentsche Bank operates 195 offices throughout the Netherlands, while its new partner operates 140 offices in the Netherlands and more than 30 branches overseas, primarily in the Near and Far East.

Foreign trade surges despite May hiatus

The Census Bureau has announced that U.S. exports and imports remained at approximately their April levels during May, each rising by about $6 million. Seasonally-adjusted May exports amounted to $2,052.1 million, while imports were $1,548.1 million. However, the May export figures were 8.4% above the May 1963 totals, while imports were 9% higher than a year earlier.

Total 1964 exports were 15.5% above the figures for January-May 1963, while imports were running 8.2% ahead of their 1963 pace.

Changing German trade patterns offer challenge to U.S. exporters

Sales of defense items running substantially behind 1963 pace, but commercial imports from U.S. were up 21% in 1st quarter

Imports of U.S. products by the Federal Republic of Germany reached an all-time high of $1,988 million in 1963, a 13% increase over 1962. In the spring of 1964, German commercial imports from the U.S. grew by 21.5% over the same period in 1963, with a 47% drop in U.S. deliveries of defense items accounting for the 3.8% decline in total German imports from the U.S. during that period.

Changing trade patterns in German purchases of particular U.S. commodities have resulted from increased competition from products originating in Common Market countries (enjoying lower tariffs than most U.S. exports to Germany), price differentials, and changing German tastes.

Based on the evaluation of the U.S. Embassy in Bonn, imports of U.S. agricultural items are expected to improve after an 11% decrease in 1963. Higher wheat imports have been predicted, with a 198% expansion of imports recorded in the spring of 1964 as compared with the previous spring. German imports of U.S. grain, excluding wheat, declined this spring, while imports of edible fats and oils remained almost constant with the quarterly average for 1963. Imports of U.S. poultry and tobacco have also shown a recent tendency to stabilize at present levels.

U.S. coal sales in Germany are in practice limited to a duty-free quota, and thus are expected to remain at previous levels. On the other hand, a sizable growth in German imports of U.S. cotton was achieved this spring, caused by more favorable prices being offered by U.S. suppliers. Imports of U.S. hides and skins are also expected to expand this year.

Strong U.S. position

U.S. suppliers occupy a strong position in the field of semi-finished chemical products. Deliveries of U.S. cellulose and non-cellulose filament have been increasing for several years. The outlook for non-ferrous metals also appears more favorable than in 1962 and 1963. Similarly, imports of petroleum and related products from the U.S. are expected to rise this year, in view of the increasing number of motor vehicles and the greater utilization of oil heat in Germany.

On the other hand, because other suppliers offer more favorable prices, German imports of U.S. lumber, wood pulp and industrial fats and oils are not expected to rise very much above 1963 levels.

The outlook for increased imports of machinery is not encouraging. In numerous cases prices of U.S. machine tools are reported considerably higher than those of other suppliers. Prospects for an expansion of textile and leather industry machine and business machine imports are no longer favorable. However, U.S. pumps and pneumatic equipment hold a strong position on the German market.

Automation

Also, in the face of rising production and labor costs, German manufacturers are increasingly turning to fully automated machinery, particularly that supplied by the U.S. Imports of electronic computers and data processing equipment are expected to continue the growth of recent years. The German market for servicing equipment, especially in the automotive field, also holds good potential for U.S. suppliers.

Although an increased demand for U.S. electrical equipment was anticipated for 1964, German imports in the spring of 1964 were only slightly higher than the 1963 quarterly average. It may, however, be possible to expand the market for U.S. electrical appliances, provided they comply with German requirements and specifications (INTERNATIONAL COMMERCE, July 9, 1962).

The outlook for increased imports of U.S. iron and steel is not bright except for ferro-alloys, where a sizable growth in German imports from the U.S. in 1963 is expected to continue in 1964.

The U.S. remains Germany's principal supplier of chemicals. The upward trend in German chemical imports, which has existed for the past 9 years, is expected to continue. A particularly strong demand exists for the following chemicals: crude drugs, fine organic compounds, chemical pulp for staple fiber, PVC and polyethylene powder for the plastics industry, napthalene, crude plastics, and industrial chemicals. It is unlikely, however, that German imports of U.S. fertilizer can be expanded in the near future.

German imports of motor vehicles and aircraft increased in the spring of 1964, with expanded farm tractor imports contributing to this growth.

Singapore's economy rolls along despite break with Indonesia

Building boom continues while industrialization paces ahead

The overall economic effect of the Indonesian economic confrontation was less than expected; according to the Singapore Minister of Finance, who said Singapore's economy remains strong, the building boom continues, and the pace of industrialization continues undiminished.

Ships which had been engaged in trade with Indonesia found new routes to nearby countries as well as to other Malaysian ports. Factories processing Indonesian raw materials did not close down immediately, operated for several months on stocks of raw materials which had been on hand, and eventually in some cases found alternative supply lines.

The Minister also said that in May, 1964, 2,545 workers registered under the Economic Defense Scheme which provides for compensation for a period up to 6 months to workers displaced by the break in commercial relations.

Definite hiring preference also is given to these displaced workers in "pioneer" (tax exempt) industries and in firms employing more than 50 workers. The Minister said he expects that it will not be long until all displaced employable workers will be absorbed, although there are some who are too old to hire.

There remains the problem of losses in industries affected only indirectly by confrontation, and the reduction of earnings of workers who have not been dismissed but who nevertheless work less now than before the blockade.

Chile enacts law granting wage increases to Central Government, municipal workers

Other provisions unrelated to increase contained in law include rent controls, debt relief, tax code changes

Chile has enacted a law designed primarily to provide wage increases to employees of the public sector, and to supply the necessary financial measures to enable implementation of the law.

It provides a 35% wage increase to employees of the Central Government and decentralized agencies, with bonuses in certain cases. It also authorizes 35% wage increases for municipal employees.

However, the law also contains provisions in a variety of fields which appear to be completely unrelated to the public sector wage increase objective.

Rent controls

Rents which had been frozen until March 31, under a 1963 law, have now been frozen to December 31, with a new ceiling of 10% over rentals which prevailed in 1963. The bill contains no price-fixing controls on goods of basic necessity and general consumption.

Penalties owed to CORVI (Corporacion de la Vivienda) and the Institute of Rural Housing, or to the social security institutes, for failure to make payments on leases or mortgages, are cancelled.

However, items of indebtedness as of January 31 will be added to the principal of the debt and will bear new maturity dates starting with the final maturity date that is shown on the original contract. Special sympathetic treatment, as provided by the law, will be extended to victims of the 1960 earthquake.

Tax privileges, exemptions

The income tax exemption for profits invested in new dwelling units is cut down, effective January 1, 1965, for companies constructing such dwellings.

Companies engaged in construction of low cost housing, however, are not affected by the law. Profits placed on deposit in savings accounts for housing are not exempt from income tax; however, interest that is earned on such deposits remains tax free.

Greater powers of investigation were given to Internal Revenue Service. Increased penalties for tax evasion or for failure to keep records are now being imposed. The previous limitation on the power of the Internal Revenue Service to obtain information regarding bank accounts has not been modified under the new law.

The issue of up to $25 million in dollar bonds, with terms up to 5 years, is approved. The interest rates will be those prevailing in the markets in which they are sold. The proceeds from this bond issue will be used to redeem the bonds and notes issued under Law 14,171, which are not payable in Escudos.

Provisions for copper firms

Commencing July 1965 a U.S. $0.02 per pound export tax on unrefined copper is established. Deductions for tax purposes of duties paid on copper to foreign countries are now disallowed. (See INTERNATIONAL COMMERCE, June 8, p. 3.) The capacity basis has been increased for placing companies within the Gran Mineria from a production of 25,000 tons to 75,000 tons annually.

Employees of the Ministry of Foreign Relations returning from service abroad are authorized to bring in, duty free, one used car and household goods up to a combined value of 10 sueldos vitales (living wages), provided such property is brought in within a period of 4 months following the employee's return to Chile. This privilege of duty-free importation may not be availed of more than once in 3 years.

Import licensing suspended in Iraq

Importers in Iraq were given until June 30 to submit applications for import licenses for 34 selected categories of goods, mainly consumer items.

Importers of such products having unused 1964 quotas, who failed to submit license applications by the deadline, were penalized by forfeiture of remaining 1964 import allocations.

This new regulation differs from the previous rule under which importers could apply for licenses for any commodity at any time except the last month of the year. The reason for this action is to give the Iraqi Government ample time to prepare the 1965 import program. Market conditions in Iraq are expected to be adversely affected by this move.

Commodities subject to the new regulation are electrical household appliances, shavers, sewing machines, sound amplifiers, microphones, certain household articles and utensils, watches, cameras, movie equipment, gold and silverware, canned foods, groceries, piecegoods, clothing, shoes and soles, rugs, linens, coated textiles, games and sporting goods.

Tariff reductions enacted in Germany

Germany has reduced import duties on a substantial number of industrial and agricultural commodities. This action was taken in connection with the government's price stabilization program.

On imports from the U.S. and other non-EEC countries, duty rates on some 300 industrial items, previously above the level of the EEC's Common External Tariff (CXT) were lowered to that level. In the agricultural sector, cuts of up to 3 percentage points were made in the duties on about 215 items, moving a few rates down to the CXT level.

On imports from EEC member states, duties on industrial items were reduced by 50%, except for certain products which received a 25% cut. The rates on 31 agricultural items were lowered by various amounts.

The new tariff rates are being forwarded to the Department of Commerce Field Offices as a supplement to the recently issued International Customs Journal edition of the German customs tariff.

For further information on duty rates for specific products write: European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Suez Canal tolls raised

The Suez Canal Authority has announced the following increase in canal tolls which went into effect July 1:

a 1% increase for all ships; a 2% increase per foot for loaded tankers with a draft of over 37 feet; and a 5% increase above the charge for unloaded tankers, for tankers with unwashed ballast, or washed tankers with slops aboard.

Austria to amend export promotion law

The Austrian Cabinet has agreed to submit to Parliament for approval a draft law prepared by the Finance Ministry which provides for certain substantial changes in the Austrian Export Promotion Law.

The proposed amendment, which mainly will benefit nationalized industry, includes provisions to permit the Finance Minister to guarantee not only ordinary export transactions by Austrian firms and joint exports effected by Austrian firms in cooperation with other foreign suppliers, but also loans from domestic and foreign financing companies to foreign enterprises, provided such loans are to be used either to pay for deliveries and services performed by Austrian firms or to finance participation by Austrian firms in foreign enterprises in connection with export transactions.

Other provisions would:

Increase the current annual volume of credits for which government guarantees may be granted from approximately $77 million to $115 million.

Authorize establishment of an Advisory Council on Export Affairs, which will consider for approval all proposed Government guarantees for export credits exceeding the value of approximately $192,000.

Subject guarantees for amounts exceeding 0.1% of the Federal budget (currently about $2.3 million) to approval by a ministerial committee consisting of the Vice Chancellor, the Finance Minister, and the Trade Minister.

The law is to remain in force until June 30, 1967.

U.A.R. raises import tax

The "statistical duty" levied on all goods imported into the United Arab Republic, in addition to the customs duties, has been doubled and is now 10% ad valorem. The previous rate of 5% still applies, however, to imports of unspecified food products, to be determined by the Government.

Congo institutes bank

The Congo National Bank, now formally inaugurated, will take over monetary and foreign exchange control functions previously performed by a UN-supervised Monetary Council.

French Government lowers customs duties on citrus

The French Government reduced temporarily, until June 1967, customs duties for certain fresh citrus fruit and citrus fruit juices imported from the U.S. and other non-Common Market nations.

The new temporary ad valorem duty rates, with tariff numbers and normal rates in parentheses are:

Fresh oranges, April 1 to June 14, 15% (08.02-A-I-a, 22%)—October 16 to March 14, 20% (08.02-A-II-a, 30.5%)—March 13 to March 31, 20% (08.02-A-II-b, 22%); fresh grapefruit, 7.2% (08.02-D, 12%); orange juice, 20% (20.07-B-II-a, 27); grapefruit juice, 17% (ex 20.07-B-II-b, 26.7%); other citrus juice, 19% (ex 20.07-B-II-b, 26.7%).

Customs Journal editions available

New editions for Malta and Sweden in the International Customs Journal series are now available at Department of Commerce field offices.

The first supplement to the recently-issued Journal for Libya has also been distributed to the Department's 42 regional offices.

Copies may be obtained on a loan basis under a recently-established procedure for distribution of the Journals. The field offices now receive an increased number of copies of each Journal as it is published.

The Journal series comprises translations of individual national tariff schedules for most countries in the world, prepared by the International Customs Tariff Bureau in Brussels. Copies are not distributed to the public by the Bureau and are available only to member governments.

Although individual tariffs are revised from time to time and thus complete reliance cannot be made on the exactness of any given rate, the Journals are especially useful for indicating ranges of duties on commodities in a given group, and supplements to the Journal for a particular country are issued as required. In addition, many changes in duty rates are reported throughout the year in INTERNATIONAL COMMERCE.

New UAR banking regulations listed

A new banking system in the United Arab Republic, whereby each commercial bank will exercise financial supervision over one or more sectors of the economy, was scheduled to become effective July 1.

Only the designated bank can now handle foreign exchange transactions for the government companies and organizations of a particular sector. The Central Bank has issued the following regulations showing the areas of responsibility of the 5 commercial banks in the U.A.R.:

National Bank: Companies subordinate to public organizations under the Ministries of Agriculture, Agrarian Reform and Land Reclamation, Communications, Transportation, and War; Suez Canal Authority; Railroad Authority; Telecommunications Authority; activities delegated by the Ministry of Supply; USAID and Public Law 480 matters.

Misr Bank: Companies subordinate to public organizations for Spinning and Weaving, and Insurance.

Bank of Alexandria: Companies subordinate to public organizations under the Ministry of Industry (except the Public Organization for Spinning and Weaving); Petroleum Organization.

Bank of Cairo: Companies subordinate to public organization for Trade; Companies subordinate to Public Organizations under the Ministries of Information, Tourism, and Public Health.

Bank of Port Said: Companies subordinate to public organizations under the Ministry of Supply; Drug Organization.

France reduces beef duty rates

The French Government has reduced temporarily until August 15, duty rates for cattle and beef.

Customs duties for slaughter cattle (01.02-A-II) were reduced from 16% ad valorem to 4.8%; those for fresh, chilled and frozen beef (02.01-A-II) went down from 20% to 6%.

Export credit guarantee

The Swedish Export Credit Guarantee Board has been authorized to grant export credit guarantees to a value of $460 billion. The previous amount of the export credit guarantee fund was $405 million.

Eximbank grants $75 million credit to Bank of Tokyo

Japan to purchase U.S. raw cotton under agreement terms

The Export-Import Bank has signed a $75 million credit agreement with the Bank of Tokyo, Ltd., to finance purchases of U.S. raw cotton by Japan during the crop year beginning August 1.

Under terms of the Bank's credit agreement, cotton purchased under sales contracts entered into on or after April 1, for shipment from the U.S. to Japan on or after August 1 are eligible.

Eximbank loan funds available for cotton imports are allocated to Japanese textile mills by the Japan Spinners Association under the administrative guidance of the Ministry of International Trade and Industry. The allocation among mills is based on spindles in operation and exports of cotton fabrics and yarns. Loan funds will be made available to the mills through participating commercial banks in Japan.

Purchases will be financed through 12 month drafts drawn by the U.S. shipper on the Bank of Tokyo, Ltd., pursuant to letters of credit issued by U.S. commercial banks. Expiration date of letters of credit to be financed with Eximbank loan funds shall not be later than July 31, 1965.

The present cotton credit to Japan will finance the purchase of approximately 577,000 bales of U.S. raw cotton and is the 17th approved by Eximbank since 1948. Prior to the credit announced today approximately 5 million bales were exported to Japan from the U.S. through Eximbank financing of nearly $830 million.

Other participants

The other Japanese foreign exchange banks participating in the cotton credit are: The Mitsubishi Bank, Ltd., The Dai-Ichi Bank, Ltd., The Daiwa Bank, Ltd., The Fuji Bank, Ltd., The Bank of Kobe, Ltd., The Nippon Kangyo Bank, Ltd., The Sumitomo Bank, Ltd., The Sanwa Bank, Ltd., The Tokai Bank, Ltd., The Mitsui Bank, Ltd., and The Industrial Bank of Japan, Ltd.

Alliance for Progress loan aids El Salvador housing

A $3.1 million Alliance for Progress loan will help launch El Salvador's new National Housing Finance Agency (Financiera).

The Salvadoran Government will contribute a minimum of $2.5 million to this pilot project. Its purpose is to finance homes within the medium price range, but mostly at about $5,000.

Financiera, an autonomous government agency, is authorized to lend money, and to insure home mortgages and deposits held by savings and loan associations. It also issues charters and supervises the nationwide system of mutual and stock home-savings and loan associations.

Private savings held by the savings and loan associations may be channeled into home building, largely for families with monthly incomes in the $125-$400 range. Financiera's operational plan is complementary to the Home Loan Program of the Central American Bank for Economic Integration. It is anticipated that both institutions will work together in developing the home loan market for middle income families in El Salvador.

The Agency for International Development loan is guaranteeed by the Government of El Salvador and will be repaid in dollars within 40 years, including a 10-year grace period.

Tunisia, U.S. amend Food for Peace pact

An amendment to the April 7 Food for Peace agreement between the U.S. and Tunisia, provides for financing sale of $1.7 million worth—about 17.6 million pounds—of U.S. vegetable oil.

The value includes certain ocean transportation costs. Payment will be in Tunisian dinars. Sales will be made by private U.S. traders. Purchase authorizations will be announced as issued.

The new program, negotiated under Title I, Public Law 480, is designed to help Tunisia meet increasing vegetable oil demands. The country's own oil production was below expectations because of a reduced olive crop last season.

Of currency received in payment for the oil, 70% will be made available for loans to finance economic development projects in Tunisia; 20% for loans to U.S. and Tunisian private enterprise; and 10% will be set aside for U.S. Government uses in Tunisia.

German businessman denied export rights

Manfred Kausch, an electronic equipment dealer of Kaiserslautern, Germany, and 3 business concerns in which he is a principal, have been denied all U.S. export privileges indefinitely, for failure to furnish information requested about the receipt and disposal of strategic electronic equipment received from the U.S.

The sanctions were imposed after an investigation by the Bureau of International Commerce, which has reason to believe that the equipment was reexported illegally to a Soviet Bloc country. The order went into effect July 2. It will apply until Kausch has satisfied the requirements of the Bureau.

The concerns covered in the sanctions against Kausch are: Television and Elektronik, K.G., Kaiserslautern, which he has a substantial interest in and manages; and Teltronik Buchert and Co., Kaiserslautern, and Teltronik, Arnhem, the Netherlands in both of which he also has a substantial interest.

Under the order, all outstanding validated export licenses in which Kausch and the respondent concerned have an interest, are cancelled. They are forbidden to engage either directly or indirectly in any export operations, involving commodities or technical data exported from the U.S. Restrictions apply also to any successor to Kausch or the companies.

Tariff Commission probes glass imports from U.S.S.R.

The Tariff Commission has instituted an investigation into imports of window glass, 16 oz. through 28 oz. thicknesses from the U.S.S.R. to determine whether an industry in the U.S. is being or is likely to be injured or is prevented from being established because of such imports.

The investigation was initiated at the advice of the Treasury Department.

No hearing has been ordered. If a hearing should be ordered, due notice of the time and place will be given. Interested parties may, within 15 days after the date of publication of this notice in the **Federal Register** request a public hearing, stating reasons for the request.

Written statements must be filed not later than August 10.

$45 million loan granted to Colombia

Colombia will be assisted in financing essential imports of U.S. materials and services under a $45 million, long-term, low interest Alliance for Progress loan agreement.

The U.S. credit, which will support continued expansion of Colombia's economy and help achieve the goals of the 10-year development plan, will especially benefit Colombia's private sector, and permit a continuation of its past rate of growth.

The foreign exchange made available to Colombia under this loan will be administered by the Bank of the Republic. The Agency for International Development will, in part, establish letters of credit to pay U.S. exporters for future deliveries. Importers will pay to the Bank of the Republic the peso equivalent of dollar costs of their imports from the United States, financed under the new U.S. loan.

These pesos will be deposited in a separate peso account which will be used to finance high-priority projects consistent with the objectives of the Alliance for Progress and mutually agreed upon between Colombia and the U.S.

The $45 million loan supplements a credit of $15 million made available in March of this year for the same purpose. A total of $60 million has now been made available to Colombia during 1964 for financing importation of essential goods.

Colombia will repay the loan to the Agency for International Development in dollars within 40 years, including a 10-year grace period.

U.S. materials used for Cameroon development

Agreements providing U.S. aid to 6 development projects in Cameroon have gone into effect.

The activities call for programs involving highway development and training; agricultural extension; construction of farm-to-market roads; control of cocoa disease; vocational education; and, water-supply advisory services.

Grants from the Agency for International Development total around $815,-500, consisting of $675,500 in U.S.-procured commodities and $140,000 in technical assistance. The Cameroon Government is providing around $2,085,700 for related activities.

Most of the U.S. commodities will consist of automotive and mechanical equipment including 2 bulldozers, 8 motor graders, 5 low-bed trailers, 18 dump trucks, one truck-mounted crane, 4 stake-body trucks, 4 small bulldozers, 6 hoisting blocks, 2 truck-tractors, 1 wrecker truck-tractor, 1 pneumatic roller, 1 rotary sweeper, 1 asphalt-distributor truck, 1 asphalt pre-heater tank, 1 chip-spreader box, 1 steel wire drag broom, 1 grid roller, 1 diesel pump and inspector test stand, 1 shaper machine, 1 water truck, 1 tractor-mounted mower, 1 low-boy tilt and tractor truck.

Also earmarked for U.S. procurement are vehicles for U.S. technicians involved in the agricultural extension project; poultry production equipment and supplies; horticultural and demonstration equipment; laboratory and engineering drafting equipment and supplies; insecticides; fungicides; books and library supplies.

Israel to buy U.S. beef under Food for Peace pact

An amended Food for Peace agreement has been signed by the Governments of the U.S. and Israel to provide for sale of $2.1 million worth of U.S. frozen beef for Israeli pounds.

Financing of the sale will be from funds in the Title I, Public Law 480 agreement of December 6, 1962.

The frozen beef—about 6.6 million pounds—included in the amendment announced today will help meet rapidly rising consumption needs in Israel. This Public Law 480 sale of beef is one of several recent actions by the U.S. Department of Agriculture to help utilize plentiful U.S. beef supplies.

Sales of beef to Israel under this amendment agreement will be by private U.S. traders. Purchase authorizations will be announced later.

Eximbank development loan

The Export-Import Bank has authorized a $4.2 million development loan to the Iranian State Railways to purchase U.S. diesel cranes, locomotive parts, steam generator cars, communications and other maintenance equipment.

Since 1955 the Bank has authorized 3 other loans totalling $32.6 million for the purchase of U.S. diesel electric locomotives and other equipment to help modernize the Iranian railway system. During this time replacement of steam by diesel power has reduced ton/mile operating costs by over 70% while cargo tonnage has increased 10% annually and passenger traffic has more than doubled.

Afghanistan gets loan for highway construction

The Agency for International Development has authorized a loan to Afghanistan for construction of a 124-mile all-weather highway to assist production and marketing within Afghanistan, provide better direct access to and from Iran, and complete a vital link in Afghanistan's highway system whose creation has had strong U.S. support. The highway eventually is expected to be part of a trans-continental highway from Turkey to Vietnam. Afghanistan has neither railroads nor water transport.

The $7.7 million development loan from AID will be supplemented by an Afghan contribution equivalent to $517,-716.

All procurement under the loan, except for asphalt, cement and petroleum products, will be made in the U.S. Construction will be by a U.S. firm under a unit price contract awarded by the Afghan government after competitive bids.

The U.S. Corps of Engineers, which has studied the feasibility of the project, will perform remaining engineering, including preparation of contract documents, supervision and inspection. It will assist the Afghan government in evaluating construction bids. Supervisory costs of the U.S. engineers will be financed under a U.S. grant.

The loan is repayable in dollars within 40 years, including a 10-year grace period.

AID-financed orders traced to 45 states

At least $138 million in AID-financed purchases has been traced to producers in 45 states during the first half of 1964, according to the Agency International Development.

While large enough to indicate the spread of procurement orders, this sampling of AID program exports immediately traceable to states of production covers only part of all commodity purchases—less than 40%. Reporting is based only on letter-of-credit transactions and limited to amounts of $10,000 or more.

During the 6-month period 20 states recorded more than $2 million each in production values, and another 7 had more than $1 million in sales. In June, 39 states shared in at least $29 million in AID-supported exports.

Procurement involves goods destined for uses in capital projects or in general commercial agricultural, and industrial development overseas.

Maltese firm invites U.S. participation in industry expansion

Machinery sought to manufacture cigars, cigarettes, pipe tobacco

A firm engaged in manufacturing cigars and cigarettes in Malta seeks participation of U.S. tobacco manufacturers in a joint venture to expand current production and develop export markets.

The firm, sole manufacturer of cigars in Malta, at present is producing only hand-rolled cigars, using, in 1963, 11,200 pounds of tobacco. Cigarettes are manufactured by 2 of the firm's subsidiaries, 1 exclusively by hand and the other by hand and by machinery.

U.S. investment is sought mainly in the form of machinery and equipment for manufacture of cigars, cigarettes and pipe tobacco, although joint management for the development of export markets would be welcome.

In 1962, some 254,000 kilograms of unmanufactured tobacco, valued at around $300,000, were imported into Malta for domestic consumption. Of some 373,000 kilograms of cigarettes, valued at $3.1 million (excluding excise duty of nearly $1.7 million), produced domestically, a total of about 32,000 kilograms, valued at $157,000, was exported, in large part, to Bahrein, Saudi Arabia, and Libya, although recipients of significant quantities were widespread.

U.S. cigar and cigarette manufacturers interested in exploring the possibilities of this proposed joint venture write: Joseph Licari, Ltd., 287 St. Paul's St., Valletta, Malta.

The Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, will render all appropriate assistance upon request. In writing, refer to File IRD-S.

ELECTRICAL EQUIPMENT

Licensing rights sought from U.S. manufacturer for new lines of electrical and electronic equipment such as thermostats, magnetic ignitions for natural gas burning equipment, flame safety devices, electronic remote controls, electronic counters for various type of industries, relays for natural gas and oil burning equipment and rectifiers.

Company presently manufactures ignition transformers, electrical motor controls, electronic controls. Write: N.V. Belpa Electrotechnische Apparatenfabriek, 8 Boerhaavelaan, Harderwijk, Netherlands.

Licenses offered by European firms

Names and addresses of firms in Netherlands, Sweden, and Germany, and additional product information, if available, may be obtained upon request by U.S. manufacturers from Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number following each opportunity described below:

Manufacturer of dry foam cleaner for cleaning carpets, rugs, upholstery, seeks a licensee to produce its cleaner in the U.S. U.S. licensee should be a firm with strong national sales force well-introduced in grocery, druggist trade. **File 1266.**

Swedish manufacturer offers license to U.S. firm for stable, 3 to 10 watt ceramic resistor particularly suitable for operating conditions in limited space. Volume ranges from 0.6 cu. in. to 1.9 cu. in. Highest surface temperature at full rated load to ambient 70°C. is 300°C. Resistances are from 12 to 33,000 ohms. **File 1267.**

License offered for U.S. production of complete line of car cleaning, polishing, waxing preparations. Line of car care products also includes easy-to-use chrome cleaners, protectors, windshield washer solutions with anti-freezing agent, effective car window de-icer solutions, preserving paint for tires, whitewall cleaners. Firm's car shampoo is non-akaline washing agent that cleans with mild thoroughness and does no harm to wax film on surfaces; does not have to be dried with cloth or chamois to prevent water spotting. Also included in German firm's line of easy-to-use car care products is combination liquid cleaner, polisher, preserver applied in 1 operation. **File 1268.**

Tunisian company seeks U.S. partner to make furniture

Owner would visit U.S. to discuss joint venture proposal

An enterprising Tunisian, who in 8 years built up a $600,000-a-year business manufacturing metal office-and-household-furniture, proposes a joint venture with a U.S. metal-furniture maker to expand operations.

Expansion is necessary to meet the growing demand of the Tunisian market and exploit export potential represented by Libyan and Algerian markets. A U.S. company willing to provide technical assistance and conduct market surveys in Libya and Algeria, as well as invest approximately $240,000 in the enterprise is sought.

Estimates are that sales possibilities in Tunisia alone can reach $2.4 million a year with an annual rate of growth after 1965 ranging from 10 to 20%. The local market is now shared by another, smaller, company with which it is proposed to merge, bringing into the proposed joint venture around $240,000 in local capital.

Based on current operations, the estimated rate of return on invested capital is projected at from 8 to 10%. The new enterprise would be eligible for a number of Tunisian Government guaranties, including tax exemption for 5 years.

The businessman is prepared to come to the U.S. to discuss the joint venture proposal with interested U.S. firms. For further information, including an illustrated catalog of the firm's current production, write: Bureau of International Commerce, Office of International Investment, File 1-2522-1-G, Department of Commerce, Washington, D.C. 20230.

SEWAGE EQUIPMENT

Manufacturer of iron constructions, sheet metal-containers and sheet metal-constructions, seeks licensing arrangement with a U.S. firm for manufacture of sewage-water-treatment installations, sludge-treatment and/or drying equipment.

Write: ASTAL AG, 9656 Alt St. Johann, Switzerland.

U.S. firms can bid on Sardinia-Corsica cable

NATO project to cost approximately $1.6 million; clearance required

A joint Italian-French NATO Project has been announced involving the supply and laying of a submarine and land cable with submersible repeaters, moving equipment up to a secondary base-group, telecontrol equipment and cubicle for the feeding of amplifiers, and alignment and testing of entire system. Civil engineering work is not included.

The connection between Corsica and Sardinia is to be made by a 60 channel—4 KHz submarine cable with submersible amplifiers of a total length of 80 nautical miles, 10 of which are on land. The total cost has been estimated at approximately $1.6 million.

U.S. firms interested in participating in this NATO project must submit their applications on appropriate forms to **both** executing agencies listed at the conclusion of this article. The appropriate forms and additional information are available from BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C. 20230. Firms requesting this material are asked to mark their inquiries to the attention of "NATO" and include a pre-addressed mailing label.

U.S. firms **must** be certified to participate in NATO International Competitive Bidding and possess a "NATO-Confidential" security clearance. Firms desiring certification are invited to submit their resume, a recent annual report and one completed copy of General Services Administration Standard Form 129 to the Trade Opportunities Staff at the above-given address. Firms without "NATO-Confidential" security clearance are advised to contact the nearest Department of Defense Cognizant Security Office.

The Italian and French executing agencies to which applications must be submitted **before August 10** are as follows: Ministero delle Poste e delle Telecomunicazioni, Ispettorato Generale delle Telecomunicazioni, Segreteria NATO, Via del Seminario 76, Rome, Italy and Ministere des Postes et Telecommunications, Direction General des Telecommunications, 9eme Bureau, 20 Avenue de Segur, Paris 7eme, France.

Qualifications bids invited on Kuwait oil pier project

Kuwait invites interested U.S. firms to send qualifications and required information on an oil pier construction project which is part of Kuwait's Shuaila Industrial Complex. Construction is scheduled to begin late in 1964. Deadline is August 16 for all correspondence and applications sent by registered airmail to Oil Pier Project, Ali Al Ghanim, Deputy Chairman, Shuaiba Industrial Development Authority, POB 4690, Kuwait, State of Kuwait.

Yugoslavia wants used air control equipment

The Directorate of Civil Aeronautics (DCA) is interested in installing air traffic control equipment at Yugoslav airports. Equipment desired includes: ground, airborne, air conditioning, fire-fighting, winter and summer clearance and lighting equipment—used equipment preferred.

Additional information may be obtained by firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202-WO 7-4036.

Note to exporters

The Office of Export Control is receiving an increasing number of applications for export licenses which are not signed.

Prior to issuance of a license the Office must have the assurance of a duly authorized officer or agent as to the accuracy of the information stated. Much valuable time is lost by the exporter through return of the application for proper signature.

Exporters are urged to make a final check of their license application forms FC-419 to insure authenticity and completeness before mailing.

Review documents available on Dalmaj irrigation project

The Directorate General of Irrigation for the Ministry of Agrarian Reform, Baghdad, Iraq has submitted for review only tender documents on the Mazzaq Systems' Contract No. DJ4 Dalmaj Irrigation Project. (INTERNATIONAL COMMERCE, July 20, p. 60). The deadline for this tender is Aug. 20.

The documents include (1) General Conditions of Contract, (2) Contract No. DJ4-Mazzaq System and (3) Mazzaq System Drawings. These documents are available for review in the Building Materials & Construction Industries Division, Rm. 4012, BDSA-306, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Raw materials sought by Burma for PVC plant

The Industrial Development Corp., P.V.C. Sheeting Project, 53 Pyidaungsu Yeikta Rd. (Halpin Rd.), Rangoon invites bids for a variety of products including polyvinyl chloride resin and paste resin, dioctyl phthalate, stabilizers, calcium carbonate, toner pastes, and a lubricant.

The tender No. is 181/188/P.V.C. 10-64. Bid deadline is open.

Bids should be mailed to the issuing agency.

Bidding documents are available on loan to firms located in the U.S. from the Chemicals & Allied Products Division, Rm. 4411, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3512.

South-West Africa plans road, bridge construction; invites bids on 3 contracts

The South West African Administration invites bids on three contracts for construction and bitumen surfacing of about 139 miles of roads and bridges.

Contract 151/64 with a bid deadline of 11 a.m. Aug. 25, calls for construction and bitumen surfacing of about 40 miles of the Otavi-Okaputa Trunk Road including a road-over-rail bridge. Contractors are to meet for site inspection in front of Otavi Hotel, 10 a.m. on August 6. Documents are available from the Chief Roads Engineer or Consulting Engineers; Nunhan Shand Partners, P. O. Box 1347, Cape Town.

Contract 152/64 with a bid deadline of 11 a.m. Sept. 1, calls for construction and bitumen surfacing of about 51 miles of Trunk Road between Wilhelmstal and the Kahn River east of Usakos, also the main streets of Karibib and Usakos, widening of the Kahn River Bridge and the construction of other bridges including one road-over-rail bridge. Contractors are to meet for site inspection in front of the Wilhelmstal Post Office, 9 a.m. on August 4. Contract documents are available from Chief Roads Engineer or Consulting Engineers; Jeffares & Green, P. O. Box 9411, Johannesburg.

Contract 200/64 with a bid deadline of 11 a.m. on Aug. 4 calls for construction and bitumen surfacing of about 43 miles of Trunk Road between Wasser and Asab including one road-over-rail bridge and other bridges. Documents are available from the Chief Roads Engineer or Consulting Engineers: Kantey Templer, P. O. Box 3132, Cape Town.

Ceylon Forestry Department wants 2 portable sawmills

The Department of Forestry, Colombo, Ceylon, wishes to purchase 2 portable trailer mounted sawmills with 50" circular saws or an alternate of 60" circular saws. Bid deadline: Aug. 25. Copies of the tender are available from the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

Copies of the tender and complete specifications are also available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230 (Telephone: 202-WO 7-5589).

UAR extends bid deadline on animal food plants

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha Street, Garden City, Cairo has extended the bid deadline on its tender for the supply and installation of 10 animal and poultry mixed feed plants from July 18 to September 28. (International Commerce, May 4, 1964, p. 47).

A Copy of the tender and complete specifications are available on a short-term loan basis to U.S. firms from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for negotiations resulting from these contacts.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

Note

Trade leads developed by the Special Trade Mission sponsored by the Gas Appliance Manufacturers Association are included in this issue's Leads for Exporters and identified by a △.

019 Commercial Farms

● **EAST PAKISTAN**—Vegetable seeds, 2,000 lb. The East Pakistan Agricultural Development Corp., 58 Motijheel Commercial Area, Dacca 2.★ (Telephone: 202-WO 7-4794).

● **GREECE**—1,000 heifers suitable for breeding. Tender No. 1838, bid deadline August 21. Agricultural Bank of Greece, Supplies Service—Supplies Section, 12-14 Karageorgi Servias Street, Athens.★ (Telephone: 202-WO 7-4794).

200 Food Products

NIGERIA—Smoked and dried fish; canned fish and meats of all kinds. Direct purchase or agency. G. I. Nnopu & Brothers (importer), 22 Etche Rd., P.O. Box 738, Aba. WTD 6/29/64.

201 Meat Products

PHILIPPINES—Frozen beef. Florentino Genato, Jr., President, Genato Commercial Corp. (importer, wholesaler, indentor, manufacturer), 1134-1140 R. Hidalgo, Box 1396, Manila. WTD 3/4/63.

202 Dairy Products

NETHERLANDS—Milk powder. Coda Zutphen N.V. (importer), 4 Pelikaanstraat, Zutphen. WTD 6/16/64.

204 Grain Mill Products

GERMANY—Feed and bird fodder; cif Rotterdam or Hamburg. Pfälzisches Samenhaus Kurt Imo (wholesaler, retailer, importer, exporter), 10 Schillerplatz, 6707 Schifferstadt (Pfalz). WTD 7/1/64.

207 Confectionery

PHILIPPINES—Confectionery, chocolates. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

209 Food Preparations

PHILIPPINES—Spices and seasonings. Direct purchase. Florentino Genato, Jr., President, Genato Commercial Corp. (importer, wholesaler, indentor, manufacturer), 1134-1140 R. Hidalgo, Box 1396, Manila. WTD 3/4/63.

220 Textile Mill Products

NEW ZEALAND—Fabrics in all cotton, cotton and rayon, nylon, suitable for upholstering of furniture. R. J. Nesbitt Ltd. (manufacturers' representatives), Earle House, Bath St., (P.O. Box 3030), Parnell, Auckland. WTD 11/4/63.

230 Apparel

SWEDEN—High, medium-priced leisure clothing; agency and direct purchase. Malmö Yrkeskläder (wholesaler, agent), Torvgatan 3, Malmö. WTD 6/26/64.

233 Women's, Misses', Juniors' Outerwear

NIGERIA—Women's ready-to-wear dresses, unit price, medium price range. Chi-Ude Variety Shop (retailer), 3 Ogui Rd., Enugu. WTD 6/29/64.

236 Girls', Children's, Infants' Outerwear

NIGERIA—Children's dresses, suits; infants' clothing. Chi-Ude Variety Shop (retailer), 3 Ogui Rd., Enugu. WTD 6/29/64.

251 Household Furniture

BELGIUM—Wooden built-in kitchen cabinets, chairs, tables; pressed fiber or formica kitchen furniture. Kamoen-Ketels (importer, wholesaler, retailer), 31 Molenstraat, Blankenberge.

PHILIPPINES—Play pens. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

SURINAM—Beds; innerspring mattresses. Agency if possible, otherwise direct purchase. The Tropical Co. (importer, wholesaler, retailer), Dominestraat 28; P.O. Box 338, Paramaribo. WTD 3/12/64.

273 Books

GERMANY—Catholic religious books. Verlag Gerhard Kaffke (importer, exporter, wholesaler, publisher), 1 Wetteraustrasse, 6 Bergen-Enkheim b. Frankfurt/Main. WTD 6/29/64.

SOUTH AFRICA—Religious books, all kinds. Sunday School Supplies Ltd. (retailer), Booksellers & Stationers, Grace St., Port Elizabeth. WTD 2/18/64.

281 Industrial Chemicals

● **HONG KONG**—Sodium silicofluoride, 280 long tons, 98%; fluoride content not less than 59.4%, not more than 5% insoluble matter, 2% moisture and complete absence of free silicate; white, odorless, fine granular (100% through 60 mesh sieve, not less than 10% through 325 mesh sieve), in dry powder form. Composition of anti-caking agent must be stated, but no synthetic detergent will be permitted. Maximum packing one hundred weight (112 lb.), in 4-ply strong paper bags, jute outer bag marked "USE NO HOOKS." Tender No. C/39/49/64, bid deadline Aug. 7. Secretary,

Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-3468).

283 Drugs

● **CEYLON**—Supply of T.B. drugs as follows: isoniazid B.P., 50 mgm., 100 million tablets; streptomycin sulphate B.P., 5 gm., 200,000 vials; sodium para amino salicylate (P.A.S.), 25,000 bottles; pyrazine—2—carboxymide, 0.5 gm., one million tablets; cycloserine B.P., 250 mgm., 1,200,000 capsules; ethionamide, 250 mgm., one million sugar coated tablets; combination of isoniazid (75 mgm.) and thiacetazone (37.5 mgm.), 15 million tablets; sodium amino-salicylate B.P., 0.5 gm., 100 million tablets. Bid deadline Aug. 21. Ministry of Health & Housing, Dept. of Health, P.O. Box 384, Secretariat, Colombo.★ (Telephone: 202-WO 7-3394).

● **IRAQ**—Supply of anti-tuberculosis thermotherapy as follows: streptomycin sulphate, 5 gm. vials, 160,000 vials; streptomycin sulphate, 1 gm. vials, 200,000 vials; isonicotinic acid hydrazide B.P., 100 mgm., 15 million tablets; calcium benzolyl P.A.S., 4 gm., plus isonicotinic acid hydrazide, 100 mgm., 7 million tablets; calcium benzoyl P.A.S., 4 gm., 3 million tablets; calcium benzoyl P.A.S., 4 gm., plus isonicotinic acid hydrazide, 200 mgm., plus pyridoxine hydrochloride, 10 mgm., 500,000 tablets; cycloserine, 250 mgm., plus pyridoxine hydrochloride, 25 mgm., 100 000 tablets; syrup isonicotinic acid hydrazide (10 mgm. isonicotinic acid hydrazide per 1 cc.), 10,000 bottles; viomycin sulphate B.P., 1 gm. injection, 10,000 vials. Tender No. 30/64, bid deadline Aug. 8. Tender conditions require either a cash deposit or a bank guarantee issued by one of the licensed banks of Iraq. President, Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

NETHERLANDS—Lysine. Coda Zutphen N.V. (importer), 4 Pelikaanstraat, Zutphen. WTD 6/16/64.

284 Soap, Detergents, Cleaning Preparation, Cosmetics

BELGIUM—Mink oil for use in manufacturing cosmetics. Roger Van Ruymbeke, 111 Boulevard Léopold, Tournai.

PHILIPPINES—Cosmetics, all kinds. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

285 Paints, Varnishes, Lacquers, Enamels

PAKISTAN—Thinners, putty, surfacer. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

287 Agricultural Chemicals

GERMANY—Insecticides; c.i.f. Rotterdam or Hamburg. Pfälzisches Samenhaus Kurt Imo (importer, wholesaler, retailer, exporter), 10 Schillerplatz, 6707 Schifferstadt (Pfalz). WTD 7/1/64.

GUATEMALA—Fertilizers, complete and simple mixtures; fungicides: copper containing preparations; lead arsenate; insecticides: systemic type; requests replies in Spanish. Asociacion Nacional del Cafe—"Anacafe" (coffee growers' assoc.), 7a. Ave. 10-36, Zona 1, Edificio "La Continental," Guatemala City.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

302 Rubber Footwear

FRANCE—Tennis shoes for men and women, pro-style de luxe articles, heavy cotton duck uppers, extra-thick rubber soles; direct purchase and agency; requests replies from manufacturers only, in French. Jacques Emmery, (retailer) 42 Cours Georges-Clémenceau, Bordeaux, Gironde. WTD 6/29/64.

307 Plastics Products

PAKISTAN—Plastic sheets. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

314 Footwear, except Rubber

SWEDEN—High quality men's leather dress shoes; agency and direct purchase. Malmö Yrkeskläder (wholesaler, agent), Torvgatan 3, Malmö C. WTD 6/26/64.

322 Glass, Glassware

PHILIPPINES—Glassware, all kinds. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

326 Pottery

PHILIPPINES—Chinaware, all kinds. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

PAKISTAN—Leatheroids, empire tapes, sleeving fibre sheets, insulating resin material, varnish, glass material. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

331 Steel Mill Products

PAKISTAN—Electrical steel sheets. Angles, channels, plates, rods, screws, nuts, bolts, washers, pig iron G.I. pipes; extra deep drawing steel sheets. Seamless steel tubes. Climax Engineering Co. Ltd., G.T. Rd.; Gujranwala. WTD 6/26/64.

PHILIPPINES—Wire, coppered and/or tinned, for paper clips and staples; stitching wire, coppered, tinned and/or galvanized. Tinplate, black iron cold rolled sheets. Paul M. Eiaw, Manager, Cherimel Manufacturing Co., 52 Isabel Ave., Northern Hills, Malabon, Rizal; Box 2180, Manila. WTD 4/18/64.

● **SUDAN**—Cotton ties, 360 tons. Width, 18 mm., thickness, 1 mm. and length, 2,380 mm. Tender for "Baling Hoops," bid deadline August 16. Assistant General Manager (Supplies), Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-2363).

333 Smelting, Refining of Nonferrous Metals

PAKISTAN—Aluminum ingots; sheets. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

335 Rolling, Drawing, Extruding of Nonferrous Metals

△ **ENGLAND**—Copper tubing and fittings (yorkshire type) for heater units. Furness (Builder's Merchants) Ltd. (merchant), Grimsby, Lincs.

● **IVORY COAST**—Supply of 30,632 yd. assorted underground cable. Bid deadline August 10. Office des Postes et Telecommunications, Ingenieur Chef du Service Fil, B.P. 1715, Abidjan. Specifications in French only.★ (Telephone: 202-WO 7-2162).

● **PAKISTAN**—Supply of 428,257 yd. of various types insulated cable. Tender No. Pur-3-16/64/572, bid deadline August 12. Mr. F. Rizwi, Purchase Coordinating Officer, Block No. 48-A, T & T Directorate General, Shahrah-e-Iraq, Karachi.★ (Telephone: 202-WO 7-2162).

Copper sheets, ingots, rods, bare wire. Copper electrical transmission wire, bare & tinned, synthetic enameled, flexible. Copper conductors, bushings, porcelains, boards. Brass rods, pipes, wires, screws, nuts, washers. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

339 Primary Metal Industries

PAKISTAN—Die steel. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Gardening equipment; c.i.f. Rotterdam or Hamburg. Pfölzisches Samenhaus Kurt Imo (importer, wholesaler, retailer, exporter), 10 Schillerplatz, 6707 Schifferstadt (Pfalz). WTD 7/1/64.

Special tools, accessories, for use in connection with fasteners and fastening devices in hardware and building trades; requests replies with price quotations c.i.f. Rotterdam. Tornado GmbH (manufacturer, exporter), Postfach 380, 4032 Lintorf Bez. Duesseldorf. WTD 6/11/64.

HONDURAS—Hinges for canvas folding cots; requests replies in Spanish. Tofik Nasser (manufacturer), Almacén "La Samaritana," La Ceiba. Until Aug. 21, Mr. Nasser's address is care of Inter-Hemisphere Service Co., 20 Vesey St., New York, N.Y.

PAKISTAN—Files, drills, taps, reamers, squares. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

SOUTH AFRICA—Stainless steel cutlery, scissors, pocket knives. A.J. Pudney & Son (wholesale general merchant), 15 Grace St., (P.O. Box 253) Port Elizabeth. WTD 1/4/62.

343 Heating Apparatus, Plumbing Fixtures

△ **BELGIUM**—Heating, ventilating, air conditioning for industrial plants, for oven and dryers, for steam and hot water boilers. Chaleur et Recuperation (designers), 232 Chavsee de Grand, Brussels.

△ Gas space heaters and central heating boilers (gas); burners, controls for heaters and boilers. Selecta—S. P. R. L. (manufacturer), 29 Rue de Palais, Brussels 3.

△ Gas space heaters and central heating boilers (gas); burners, controls for heaters and boilers. Selecta—S.P.R.L. (manufacturer), 29 Rue de Palais, Brussels 3.

ENGLAND—Burners; oil, natural and manufactured gas types for commercial and industrial applications. Agency and direct purchase. Felcoil Burners Ltd. (manufacturer, importer, sales agent), 99 Merton High St., London, S.W.19. WTD 6/24/64.

Grills, registers, diffusers, for warm air heating. Agency and direct purchase. Auto-Heat (heating engineers), 23 Central Drive,

Longton, Stoke-on-Trent, Staffordshire. WTD 6/24/64.

Gas atmospheric burners; 250,000 to 6 million BTU/HR capacity. The Beeston Boiler Co. Ltd. (manufacturer, exporter), Mona St., Beeston, Nottinghamshire. WTD 6/24/64.

Gas baseboard heaters; gas atmospheric burners. Sydney Flavel & Co. Ltd. (manufacturer, exporter), Eagle Foundry, Leamington Spa, Warwickshire. WTD 6/23/64.

Small gas-fired water heaters. Hankinson Heating Ltd. (heating engineers), 103/5 Golden Cross Lane, Catshill, Bromsgrove, Worcestershire. WTD 6/24/64.

Copper tube, fittings. Furness (Builders' Merchants) Ltd. (wholesaler), 66 Victoria St., Grimsby, Lincolnshire. WTD 6/24/64.

Gas baseboard heaters; gas atmospheric burners. John Harper & Co. Ltd. (manufacturer, exporter), Albion Works, Willenhall, Staffordshire. WTD 6/11/64.

Gas-fired burners. Harris Engineering Co. Ltd. (importer, manufacturer, exporter), Longford Rd., Tunbridge Wells, Kent. WTD 6/24/64.

△ Oil fired gravity warm-air unit heaters, 20,000-50,000 BTU. Watson Heating Ltd. (engineers), 14 Brewery St., Highworth, Witts.

△ Heating equipment, W. H. O'Gorman (contractors), 64-65 Cowcross St., London, E. C. 1.

△ Gas baseboard heaters, gas atmosphere burners. Sydney Flavel & Co., Ltd. (manufacturer), Eagle Foundry, Leamington, Spa.

△ Gas and oil burners for commercial and industrial applications. Felcoil Burners Ltd. (manufacturer), 99 Merton High St., London, S.W. 9.

△ Gas baseboard heaters, gas atmosphere burners. John Harper & Co.. Ltd.. Albion Works (manufacturer), Willenhall, Staffs.

△ Gas atmosphere burners 250 000 to 6 million BTU/hr. The Beeston Boiler Co., Ltd. (manufacturer), 12 New Bond St., London, W. 1.

△ Gas atmosphere burners. Chrysler Airtemp Ltd. (manufacturer), Bowater House, 68 Knights Bridge, London S.W. 1.

△ Gas baseboard heaters, gas atmosphere burners. Allied Iron Founders Ltd. (manufacturer), Cadbury Rd., Sunbury on Thames, Middlesex.

△ Domestic warm air heaters, Dragonair Ltd. (manufacturers), Farlington, Portsmouth.

△ Small gas-fired water heaters competitive to "Radiation Circulyn" Heater. Hankinson Heating Ltd. (engineers), Golden Cross Lane, Catshill, Bromsgrove, Worcs.

△ Gas-fired burners. Harris Engineering Co., York Works (manufacturers), Browning St., London, S.E. 17.

△ Space heaters, oil burning radiant heaters, for garages or small workshops. D. A. Mullard & Co.. Ltd. (distributor), British Railway Goods Depot, Station Rd., Edgware, Middlesex.

NETHERLANDS—Gas furnaces in quantity; 50,000-500,000 BTU. Crossflow (manufacturer, importing distributor), Hofwijckstraat 18-20, The Hague, Netherlands. WTD 6/30/64.

Products for utilization of gas, such as industrial gas burners, central heating systems. E.R.M.A.F. (importing distributor, manufacturer), Nijverheidsstraat 3, Rotterdam. WTD 6/29/64.

△ Heating equipment, construction heaters, (gas-fired). IMBEMA-Holland N. V. (importer).

△ Central heating boilers, furnaces, J. P. Snijders & Zn. N. V. (distributor), Havenweg 55, Oosterhout N. Br.

△ Industrial gas burners, central heating systems. E.R.M.A.F. (manufacturer & importer), Nijverheidsstraat 3, Rotterdam.

△ 48,000 BTU boiler, (cast iron), 200,000 BTU boiler. Snikkers Handel Mattschappij N. V. (importer), Waalhaven Z.Z. 48, Rotterdam.

△ Gas burners for industrial equipment. N. V. Ingenieursbureau, Ir. A. C. de Frenne (manufacturers), Hilversum.

△ Gas boilers (prefer cast iron). H. J. Reesink & Co. N. V. (wholesaler), Zutphen.

△ Boilers for domestic and commercial use. N. V. Technisch Handelsbureau G. de Boer (wholesaler, agent), Kloveniersburgwal 103, P.O. Box 56, Amsterdam C.

△ Gasburners for domestic central heating boilers. N. V. Stookwerk (manufacturer, agent), Geestbrug Kade 18, Rijswijk.

△ Industrial gas burners, boilers. A. de Jong N. V. (Engineering Works) (manufacturer), P.O. Box 26, Vlaardingen.

△ Cast iron boilers (steam) 50 000 to 2 million BTU. Handelmaatschappij "Schiedam" N. V. (importer), Lange Haven 39, Schiedam.

△ Heating equipment (gas), components. Ph. van Vugt Jr. C. V. (importer), Beschdrift 14a, Hilversum.

△ Gas conversion market e.g. gas burners, controls. N. V. Fabriek v. Centrale Verwarmings Ketels (manufacturer), Kayersdijk 37, Apeldoor.

△ Central heating—warm air and hotwater boilers. N. V. Industrie-Handelsonderneming (manufacturer), Zuikade 5-6, Veghel.

△ Heating equipment, all types. Technisch Bureau Marijnen N. V. (manufacturer), 52 Walderpstraat, The Hague.

△ Space heating equipment. HUVAS (manufacturer), Clara Peystraat 29, Simpelveld.

△ Gas furnaces 50,000-500,000 BTU. Crossflow (manufacturer), Hofwijckstraat 18-20, The Hague.

△ Components for heating systems. (Plant under construction, and could manufacture under license within six months.) Nap N. V. (sales agent), Damrak 53, Amsterdam.

△ Wall mounted central heating units, similar to Ascot's "Gas Wall Kettles." Techn. Handelsonderneming, L. van den Broek (importer), Lange Leidsedwarsstraat 124, Amsterdam.

△ Boilers. Otto-Simson-Carves N. V. (importer), Cremerweg 148, The Hague.

△ Burners; "fuel-cell" contacts from New York. A. H. Steenbergen N. V., Engineering Works (manufacturer), 1 Boomdijk, Kalaaswaal.

△ Central heating boilers. N. V. Veluwse Machine Industrie (manufacturer), Epe.

△ Vented and unvented direct heating equipment (up to 30 000 BTU); also small gas boilers (120-320 M BTU/hr). Firma Joh. Bierman (importer), Groenlo.

PAKISTAN—Steam boilers, all sizes for domestic use; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, the Mall, Lahore. WTD 6/26/64.

349 Fabricated Metal Products

● **BURMA**—Varying types and quantities of cast iron pipe fittings. Tender No. 57/05/63-64(G), bid deadline Aug. 21, Secretary (1) People's Stores Corporation, c/o Foreign Office, Prome Road, Rangoon.★ (Telephone: 202-WO 7-5589).

△ **NETHERLANDS**—Valves for natural gas distribution. N. V. Ubel (wholesaler, agent), Prins Hendrikkade 134, Amsterdam.

351 Engines, Turbines

● **TURKEY**—Delivery and installation of 5 sets of vertical shaft Francis turbines, 50 meter head, 853 h.p., 750 r.p.m. with 5 generators coupled direct to turbine shafts, 3 phase, a.c., 740 kva, 400/231 v., 50 cps. Bid deadline Aug. 10. Iller Bankasi Genel Mudurlugu, Ankara. One set of specifications available for review only at Power & Electrical Equipment Division, Rm. 4124, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

353 Construction Machinery

● **NEW ZEALAND**—Powerhouse cranes and intake gantry. Tender No. 4545—103, bid deadline Sept. 10. Bechtel Corp., Purchasing Department—4545, 220 Bush Street, San Francisco 4, California.

PAKISTAN—Concrete mixers 10/7 C.F., road rollers, pavers, dumpers, excavators, mobile cranes, air compressors; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

Stone crushing machines for road construction; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

PHILIPPINES—Industrial tractors; freight trucks, dump type, refrigerated. Deferred payment desired. Direct purchase and agency. Fernando Suzara, President & General Manager, S.S. Development Enterprises, Inc. (importer, wholesaler, exporter, manufacturer), 2669 Taft Ave., Manila. WTD 1/31/64.

354 Metalworking Machinery

ENGLAND—Power driven tackers and nailers for use in building industry, for making cartons, for use on furniture, for display and exhibition work. Agency and direct purchase. Kartro Ltd. (importer), 67 Maygrove Rd., London, N.W.6. WTD 7/2/64.

● **GREECE**—Center lathe, 2,000 mm. between centers, 500 mm. swing; universal milling machine, longitudinal traverse—1.000 mm., transversal traverse—300 mm., vertical traverse—460 mm.; radial drill, radius of spindle 1 250 mm., horizontal run of head—1,025 mm., dia. of column—250 mm.; precision drill, capacity—16 mm., spindle stroke—100 mm.; horizontal shaper, max. stroke—500 mm.; tool grinder, hack saw; work bench; cast iron forge. Tender No. DMPM-251, bid deadline Aug. 25. Public Power Corp., Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-5652).

HONDURAS—Disc type sander, manually operated, electric; requests replies in Spanish. Tofik Nasser, Almacen "La Samaritana," La Ceiba. Until Aug. 21, Mr. Nasser's address is care of Inter-Hemisphere Service Co., 20 Vesey St., New York, N.Y.

● **INDIA**—Micrometer calipers, various sizes and ranges, 66. Tender No. 655/Beas/PR/53582/W-18088, bid deadline Sept. 28. Superintending Engineer, Procurement Circle, P.O. Talwara Township (Pb). Tender documents available from India Supply Mission (Ref. D/ENQ/1100), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● Draw benches for drawing zircoloy tubes from 1" x .75" to 0.6" x 0.57", 4.45" x 4.25" to 4.34" x 4.24", 3.6" x 3.25" to 3.25". Benches should be capable of taking up to 25% reduction on cross sectional area at a max.

speed of about 25' per minute. Tender No. AEE/P/CAP/9330, bid deadline August 19. Government of India, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., 3rd fl., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5652).

● **IRAQ**—Supply of workshop, laboratory training equipmnet for use in auto repair, maintenance, fitting, forging, plumbing, metal spraying, welding, woodworking workshop. Tender includes 8 separate lists of equipment to supply these various workshops. Tender No. 32/64, bid deadline October 11. Central Foreign Purchasing Board, Ministry of Finance, Baghdad. Tender documents may be obtained from Central Foreign Purchasing Board for $14.70 per copy.★ (Telephone: 202-WO 7-5652).

PAKISTAN—Tube; wire drawing machinery; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

Gauges; measuring instruments such as micrometers. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

355 Special Industry Machinery

AUSTRALIA—Sewing machine suitable for sewing leather footballs. E. & R. Steeden Pty. Ltd. (manufacturer), Yamboyna St., Manly, Brisbane, Queensland. WTD 6/29/64.

HONDURAS—One sawing machine; one planer; one sanding and polishing machine, wood-working; requests replies in Spanish. Tofik Nasser, Almacen "La Samaritana," La Ceiba. Until Aug. 21, Mr. Nasser's address is care of Inter-Hemisphere Service Co., 20 Vesey St., New York, N.Y.

● **INDIA**—Two mixing machines for mixing zirconium dioxide powder and Hafnium powder. Tender No. AEE/P/CAP 9309, bid deadline Aug. 12. Atomic Energy Establishment Trombay (Purchase Division), Palton Road, Bombay 1.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Cheese slicing and packaging machinery. Coda Zutphen N.V. (importer), 4 Pelikaanstraat, Zutphen. WTD 6/16/64.

△ Burners and controls for commercial bakery equipment. H. Becker N. V. (manufacturer), Roer mond-Maasniel.

PAKISTAN—Woodworking machinery, all kinds; grain milling machinery; machinery for use in manufacturing and refining sugar; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

PHILIPPINES—Letter and offset presses. Antonio C. Abaya, Proprietor, Erehwon Bookshop (importer, retailer), 569 Padre Faura, Manila. WTD 5/14/64.

PORTUGAL—Machinery for production of disposable plastic bottles; top sealers. Semi-official department of Portuguese Government requests replies from manufacturers. Federacao dos Gremios da Lavoura do Nordeste Transmontano, 2 Rua do Jardim Dr. Antonio Jose de Almeida, Braganca. WTD 7/2/64.

● **TURKEY**—Printing presses and associated equipment. Tender No. 4138, no bid deadline indicated. Directorate General of the Istanbul Electricity, Tramway and Tunnel Administration, Beyoglu, Istanbul.

356 General Industrial Machinery

● **INDIA**—Hydraulic jacks in the following quantities and capacities: 44, 8-ton; 100, 20-ton; 56, 30-ton; 107, 50-ton; 35, 100-ton; 2, 500-ton. Tender No. P/SR4/50462-P/II, bid deadline August 26. Director General of Supplies and Disposals, Jeewan Tara Building, Parliament St., New Delhi-1. Tender documents available from India Supply Mission, (reference No. D/ENQ/1146), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. $2.10 per set.

● One electrically operated blower, 15,000 cubic feet per minute capacity. Tender No. 659/Beas/PR/51244/P-15066, bid deadline Sept. 5. Superintending Engineer, Procurement Circle, P.O. Talwara Township, Distt. Hoshiarpur.★ (Telephone: 202-WO 7-5589).

NETHERLANDS—Small-size filling and dosing machinery for fluids, powders, other materials; operated manually or semi-automatically. Direct purchase and agency. Firma Kodam (sales agent), 19 Banstraat, Amsterdam. WTD 3/6/64.

△ Industrial equipment (gas burning). G. L. Loos & Companies Fabrieken N. V. (manufacturer), Transformator weg 40, Amsterdam W.

△ Will act as sole agent in industrial heating area, particularly unit heaters. N. V. Agentuur Compagnie "Holland" (importer), St. Jobsweg 30 (P.O. Box 846), Rotterdam.

PAKISTAN—Ball bearings. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

● **SOUTH AFRICA**—Pipe lines for pumping equipment for a complete terminal effluent treatment plant. Supply and installation for the South Africa Iron and Steel Industrial Corporation, Iscor Works, Vanderbijlpark. Tender No. V.119, bid deadline September 2. Manager of Commercial Department, South African Iron and Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria.★ (Telephone: 202-WO 7-5589).

357 Office, Computing, Accounting Machines

GERMANY—Accessories for punched card and data processing equipment; requests replies in German. H. von Rosainsky (wholesaler, agent), 11 Ehrenstrasse, 4 Duesseldorf. WTD 6/16/64.

NETHERLANDS—Small-size weighing machinery for fluids, powders, other materials; operated manually or semi-automatically. Direct purchase and agency. Firma Kodam (sales agent), 19 Banstraat, Amsterdam. WTD 3/6/64.

358 Service Industry Machines

ENGLAND—Packaged air-conditioning units, 5 to 90 tons. Rootes-Tempair Ltd. (manufacturer, exporter), Romney Works, Romney Rd., Maidstone, Kent. WTD 6/24/64.

Heating, ventilating, air-conditioning equipment; all types. Agency and direct purchase. W. H. O'Gorman Ltd. (engineers, dealers), 64-65 Cowcross St., London, E.C.1. WTD 6/24/64.

PAKISTAN—Industrial air-conditioners, 3 ton and above; laundry machinery and equipment; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

PHILIPPINES—Machines for making ice cubes. Antonio C. Abaya, Proprietor. Erehwon Bookshop (importer, retailer), 569 Padre Faura, Manila. WTD 5/14/64.

361 Electric Transmission, Distribution Equipment

● **CYPRUS**—Supply of two 66/11kv, 3 phase, 5 MVA transformers with on load tap change; five rated 66/11kv, 3 phase, 2.5 MVA; four rated 11,000/433 v, 3 phase, 5 kva pole mounted; two rated 11,000/433 v, 3 phase, 75 kva. Specification No. 1361/40, bid deadline Sept. 2. The Electricity Authority of Cyprus, P.O. Box 1466, Photious Staurou Pitta, Nicosia. Tender documents may be obtained from the above address upon payment of $56.00 per set of four documents, non-refundable. A brief description of the contract may be obtained by firms located in the U.S. from Power & Electrical Equipment Division, BDSA-325, Rm. 4124, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO7-4242).

● **NEW ZEALAND**—Supply of one 30,000 kva, 66/11kv transformer bank to include 4 single phase, double wound, 10,000 kva, 66/6.35kv, 50 cycles, tap change on load, outdoor type, oil immersed transformers. Contract No. 442, bid deadline Sept. 8. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington. Copy of contract conditions and specification is available for review only in Rm. 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce. Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● Supply of one 150 mva, 220/110/11kv transformer bank to include 4 single phase, 66,667 kva, 127/63.5/11 kv, 50 cycles, outdoor type, oil immersed auto-transformers. Contract No. 441, bid deadline Sept. 15. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington. Copy of contract conditions and specifications is available for review only in Rm. 4124. Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

PAKISTAN—Transformers—1 KVA to 6000 KVA at 66,000 v.; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

362 Electrical Industrial Apparatus

△ **ENGLAND**—⅛ h.p. single phase 2850 r.p.m. double shaft, air stream rated, enclosed 230 v., 50 cycle, also ⅙ h.p. Park Engineering (Paddock Wood) Ltd. (manufacturer), 7 Mount Ephtaim Rd., Tunbridge Wells, Kent.

PAKISTAN—Electric motors fractional below ½ h.p. & over 40 h.p.; generator sets, all sizes; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

363 Household Appliances

BELGIUM—Small household electrical apparatus such as mixers, egg beaters, waffle irons; also large domestic appliances such as laundry machines, vacuum cleaners. Kamoen-Ketels (importer, wholesaler, retailer), 31 Molenstraat, Blankenberge.

ENGLAND—Small deep freeze unit to operate from 12 v. batteries, for use on yacht; requests quotations f.a.s. D. Gibb (Z2H/Seych. St. B. 4/43983), Crown Agents, 4, Millbank, London, S.W.1.

IRAQ—The Light Industries Company, S.A. (importer, manufacturer), Iskender Stephan Building, Sa'doun St., Baghdad, Iraq, wishes to obtain large quantities of parts and equipment to manufacture heating and cooking stoves of the following specifications-parts for rack and glass stoves: wick riser screw; closing pin; brass ball; spring housing; brass screw 5 mm 4 p. per stove; brass top nut 5 mm 4 p. per stove; rivets 2 piece for stove; mild steel screws with round head: sizes ⅛" x 5/16"; 5/32" x 5/16"; 3/16" x ¼"; 3/16" x ½"; 3/16" x 1½"; 3/16" x 3/16"; mild steel pressed nuts: sizes ⅛" x 7 x

2 mm; 5/32" x 7 x 2 mm; 3/16" x 9 x 4 mm; mild steel split pins DIN 49; size 2 x 15 mm; mild steel rivets with round head: 3 x 13 mm DIN 660; 3 x 8 mm DIN 662; pieces mica plates for kerosene heaters, size 3½" dia. thickness 0.004/0.006"; welded steel tubes: 16 x 1 x 235 mm; ½" S. tubes light (section); 1 litre glass kerosene containers; cold rolled steel sheets: 2,000 x 1,000 x 0.5 mm; 2,000 x 1,000 x 0.56 mm; 2,000 x 1,000 x 0.63 mm; 2,000 x 1,000 x 0.75 mm; 2,000 x 1,000 x 0.9 mm; 2,000 x 1,000 x 1.5 mm; cold rolled steel strip: 16 x 2 mm; soft aluminum plated steel strip; 3.5 mm 140 x 0.35 mm; ¼" brass tubes; 7/32" iron bar (round) 3/16" iron bar (round); ½" brass bar (square); ½" brass nut (hexagon); cold rolled tinned sheets: 20" x 28" x 0.3 mm; bronze pressure springs: 0.6 x 9 x 25 mm length x 11½ coils; s.p. spring 0.75 x 10 x 26.5 mm; x 9½ coils; steel pressure springs: 0.7 x 6 32 length x 14 coils; double cone s.p.s.: 2 x 12/21/12 x 95 mm x 15½ coils; d.c. s.p.s. 2.5 x 13.5/27/13.5 x 110 mm length x 21½ coils; jenaglass 105 x 135 mm; half brass welding wire: x 4, in coils 2 mm round; 2.25 mm x 1.5 mm round; b.d.m.s. wire straightened and cut in fix length of 600 mm; 4.57 mm; b.r. brass nails in 1 packets of ¼ kilos; b.r. wire nails in packets of 2½ kilos; brass strip in coils 0.5 mm: T.0.5 mm thick x 385 mm wide; 0.5 mm thick x 120 mm wide; 0.5 mm thick x 125 mm wide; 0.5 mm thick x 130 mm wide; 0.5 mm thick x 180 mm wide; 0.5 mm thick x 175 mm wide; 0.3 mm thick x 17 mm wide; 0.3 mm x 64 mm; brass tube 74 x 0.4 mm; eyelets 0100½ x nickeled; tin solder 7 mm; tin solder 3 mm solid wire in steel; soldering fluid; rivets (split); complete valve for glass (option); corks dia. 19 x 19 mm; steel washers 10 x 4 x 1 mm; packing ring washers 38 x 34 x 3 mm; packing washers 7 x 3.5 x 0.5 mm; parts for spar stove: set of valve (spear—valve pipe cast in bush); brass cone; closing pin; brass locking button; stiffing pins (crossed) 2 pieces; distance pipe; porcelain bobbins 30 x 30 mm 6 mm hole; bakelite-buttons red; asbestos wicks; cleaning brushes; threaded caps (pair); letographic sheets (printed metal) plastic sheets 1,400 x 600 mm x 25.

A World Trade Directory Report, dated June 30, 1964, giving background information on the above firm, is available from the Commercial Intelligence Division for $1.

△ **NETHERLANDS**—Domestic gas appliances. Ruys Handelsvereniging Overzee N. V. (importer), Hoge Nieuwstraat 18, Den Haag.

△ Gas appliances. Wolter & Dros. N. V. (manufacturer).

△ Top burners and fire-standing ranges, lower or middle range of product line of East Coast Co. Romico Sales Co. (importer), Laan v. Meerdervoort 91, The Hague.

△ Cooking equipment, ranges (4 burner) will act as agent and wholesaler. W. H. Berghuvs Kolen handel N. V. (importer, retailer), Prins Hendrikkade 48, Amsterdam.

PHILIPPINES—Hair dryers; electric shavers. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

SURINAM—Home refrigerators; hand and electric ice cream freezers; household mixers. Agency if possible, otherwise direct purchase. The Tropical Co. (importer, wholesaler, retailer), Dominestraat 28; P. O. Box 338, Paramaribo. WTD 3/12/64.

364 Electric Lighting Equipment

NIGERIA—Household electric lighting fixtures, parts, accessories; switches, wiring devices, electric outlets; for 220 v., 50 cycle current; plugs are mostly 3-prong types. Desires inexpensive lines. Direct purchase and agency. Levi Okoye & Brothers (importer, retailer), G.B.O. Township, 10 Bright St., Onitsha. WTD 6/6/64.

366 Communication Equipment

● **SOUTH AFRICA**—Government-owned South African Railways inviting overseas bids for installation of centralized traffic control on 30-mile length of railroad track between Newcastle and Volksrust on main Durban-Johannesburg line. Deadline Sept. 25. Tender No. C.S.E. 9, including specifications and drawings may be purchased for R4 first set (US$5.60) from Chairman of the Tender Board, P.O. Box 7784, Johannesburg. Specifications and drawings available for review only in the Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C. 20230.

369 Electrical Machinery, Equipment, Supplies

● **CEYLON**—One diagnostic X-ray apparatus providing installation for operation of a single double-focus rotating anode tube suitable for radiography with a plain bucky table; also 6 X-ray processing units suitable for all sizes of films up to 17" x 14", with 6 X-ray films drying cabinets. Bid deadline August 28. Ministry of Health, P.O. box 500, Colombo.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Electric starters and switch gears; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

371 Motor Vehicles, Equipment

NIGERIA—General line of automobiles and truck replacement parts, accessories. Direct purchase and/or agency. Benz Brothers Spare Stores of E.B. & Co. (importer, retailer), P.O. Box 473, 3 Milverton Ave., Aba. WTD 6/16/64.

PORTUGAL—Parts, accessories for military automotive vehicles. Auto Silema Acessorios, Lda. (importer, retailer, wholesaler), 120-2° Av. Almirante Reis, Lisbon 1. WTD 5/11/64.

374 Railroad Equipment

● **UGANDA**—100 meter gauge high capacity bogie oil tank wagons, complete. Bid deadline not stated. Tender documents may be obtained from East African Railways & Harbors Overseas Agents, 4 Millbank. London. S.W. 1, United Kingdom, or from Overseas Purchasing Division, East African Railways & Harbors at P.O. Box 9061, Dar-es-Salaam, Tanganyika; P.O. Box 20540, Nairobi, Kenya; or P.O. Box 952, Kampala, Uganda. In all applications refer to Circular No. 14 of Requirements to be Purchased Overseas.

375 Motorcycles, Bicycles, Parts

NIGERIA—Bicycle parts, tire repair kits, accessories. Direct purchase or agency. Ubanco Brothers Co. (importer), P.O. Box 636, Aba. WTD 6/16/64.

Motorcycle, motorscooter parts, accessories. Direct purchase or agency. Benz Brothers Spare Stores of E.B. & Co. (importer, retailer), P.O. Box 473, 3 Milverton Ave., Aba. WTD 6/16/64.

381 Drafting Equipment

● **INDIA**—Supply of four stadia 10" slide rules K & M No. N-41 or equivalent; also four draft squares, Dietzget No. 2280 or equivalent erasing shield. Tender No. 659/Beas/PR/51244/P-15066, bid deadline August 10. Superintending Engineer, Procurement Circle, Talawara Township, Distt. Hoshiarpur.★ (Telephone: 202-WO 7-2939).

● Supply of 3 thermotectors for checking connection temperatures comprising of self-contained pyrometers having a range 50° to 350°F. Tender No. 651, bid deadline August 19. Superintending Engineer, Procurement Circle, P.O. Talwara Township (pb).★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

△ **BELGIUM**—Automatic controls e.g. thermostat, pressure regulators, main and pilot valves. Ideal Standard (manufacturer), 93 Chavsee de Cherbin, Brussels.

△ **NETHERLANDS**—Gas meters, pressure regulators, gas cocks, etc. John Bierman Co. (manufacturer, importer), Groenlo.

△ Controls and instruments. Van Drenthem Engineering (importer), Valeriustraat 98.

PAKISTAN—Radial dial thermometer. Climax Engineering Co. Ltd., G.T. Rd., Gujranwala. WTD 6/26/64.

384 Surgical, Medical, Dental Instruments

FRANCE—Dental equipment and instruments, dental supplies and products including gypsum products, impression materials, plasters, teeth porcelain, teeth resinous, waxes; requests replies in French. Societe Dume (importer, retailer), 5 Rue de Bertrand, Rennes (Ille & Vilaine).

Dental equipment and instruments, dental supplies and products including gypsum products, impression materials, plasters, stones, tooth porcelain, teeth resinous, waxes; direct purchase and agency; requests replies in French. Societe S.I.A.D.E.C.—Ste pour l'Importation d'Articles Dentaires & Chirurgicaux. (importer, dealer), 17 Rue Bergere, Paris 9e.

391 Silverware, Plated Ware, Jewelry

PHILIPPINES—Silverware; plated ware; all kinds. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

394 Toys, Amusement, Sporting Goods

NIGERIA—Nursery and educational toys for small children. Durable, light weight, inexpensive items preferred. Chi-Ude Variety Shop (retailer), 3 Ogui Rd., Enugu. WTD 6/29/64.

PHILIPPINES—Baby strollers; perambulators. Toys, all kinds. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 6/9/64.

395 Office Supplies

BELGIUM—Ball point pens for advertising and promotional purposes. Publicado, P.V.B.A. (importer), Kortr Pastoorstraat 2-4 Berchem-Antwerp.

● **VIET-NAM**—Carbon paper, 10,000 boxes of 200 sheets; pens, 20,000; arabic gum erasers, 20,000 kg.; kraft paper, 200 rolls; powdered ink in portions for 1 liter, 2,000 portions blue-black, 1,000 red; file dividers and

classifiers. Tender No. 1350-01074, bid deadline August 4. Central Purchasing Authority, 140 Hong Thap Tu, Saigon. Specifications partially in French.★ (Telephone: 202-WO 7-4387).

396 Costume Jewelry, Novelties, Buttons, Notions

NIGERIA—Sewing supplies, accessories including needles, elastics, cotton threads, for small tailoring establishments. Direct purchase or agency. Ubanco Brothers Co. (importer), P.O. Box 363, Aba. WTD 6/16/64.

PHILIPPINES—Costume jewelry. Direct purchase and agency. Augusto P. Quirino, President, Worth, Inc. (importer, retailer), 1566-1568 San Martin Bldg., A. Mabini St., Manila. WTD 5/9/64.

399 Fire Extinguishing Equipment

● **IRAQ**—Supply of fire fighting equipment including, but not limited to, the following: 1,000 fire extinguishers for motor cars; 1,500 refill tins for carbon tetrachloride fire extinguisher; 1,350 refill powders for P12, P50, and P100 total dry chemical fire extinguisher; 500 refills (No. A & B) for 2 gallon foam fire extinguisher; 14 gas masks with filters; one high-pressure booster pump with refilling outfit. Tender No. ORD. & SUPPLY/86/64, bid deadline Sept. 2. Directorate of Contracts and purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Fire fighting equipment, all kinds; direct purchase and agency. Marshalls (Pakistan) Ltd., 89, The Mall, Lahore. WTD 6/26/64.

492 Gas Companies, Systems

△ **NETHERLANDS**—Pipeline equipment such as gas turbines, engines, compressors. H. Englebert N. V. (importer), Voorsehoten.

739 Business Services

△ **BELGIUM**—Will establish contacts for U.S. firms wishing to do business in Belgium. Will effect licensing agreements, joint ventures. N. N. Kimri (consultants), 2 Rue de la Reforme, Brussels.

891 Engineering, Architectural Services

△ **NETHERLANDS**—Company has engineering personnel to help U.S. firms in technical planning required for entrance into the Netherlands market. N. V. "Werimex" (consultants), Bloemendaal.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

PHILIPPINES—Raw cotton. Antonio E. Toledo, Jr., Assistant General Manager, Shriro (Philippines) Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer, assembler), 101 Yakal & Mayapis Sts., Makati, Rizal; Box 1513, Manila. WTD 3/21/64.

194 Sighting, Fire Control Equipment

SOUTH AFRICA—Sighting and fire control equipment. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

200 Food

PHILIPPINES—Canned meats, fruits, vegetables, fish (sardines, squid, tuna, mackerel). Florentino Genato, Jr., President, Genato Commercial Corp. (importer, wholesaler, indentor, manufacturer), 1134-1140 R. Hidalgo, Box 1396, Manila. WTD 3/4/63.

221 Broad Woven Fabric Mills, Cotton

NEW ZEALAND—Curtains, draperies (Creton-type). E. Allan Brooker Ltd. (importer, wholesaler), 24 Lorne St., P.O. Box 1519, Auckland. WTD 8/28/63.

223 Broad Woven Fabric Mills, Wool

GERMANY—Textile fabrics for men's shirts, women's blouses; women's outerwear; men's and women's nightwear (woolen, cotton, synthetics); manufacturer's agent requests replies from U.S. manufacturers only with price quotations cif Hamburg or Bremen, in German. Manfred Acker, 11 Rolandstrasse, 43 Essen. WTD 6/16/64.

229 Textile Goods

CHILE—Manila, nylon rope, for use in commercial fishing trawlers. Reinaldo Cerisola B. (sales agent), Baquedano 650, Casilla 112, Iquique. WTD 4/9/63.

238 Apparel, Accessories

SWEDEN—Men's and ladies' suede and other leather clothing. Malmo Yrkesklader (wholesaler, agent), Torvgatan 3, Malmo C. WTD 6/26/64.

275 Commercial Printing

PHILIPPINES—Photoengravers' and photolithographers' supplies. J. Silverio, Import Dept., Manufacturers' Representatives, Inc. (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila. WTD 3/9/64.

281 Industrial Chemicals

PHILIPPINES—Industrial chemicals for textile industry; pigments for paint, ink industries; dyestuffs. Antonio E. Toledo, Jr., Assistant General Manager, Shriro (Philippines) Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer, assembler), 101 Yakal & Mayapis Sts., Makati, Rizal; Box 1513, Manila. WTD 3/21/64.

282 Synthetic Materials

PHILIPPINES—Plastic raw materials. Antonio E. Toledo, Jr., Assistant General Manager, Shriro (Philippines) Inc. (importer, wholesaler, retailer, indentor, exporter, manufacturer, assembler), 101 Yakal & Mayapis Sts., Makati, Rizal; Box 1513, Manila. WTD 3/21/64.

283 Drugs

CEYLON—Pharmaceuticals, tinctures, galenicals; sole agency basis. Samples to be sent with offers. Cooperative Wholesale Establishment (state corporation), P.O. Box 990, No. 21, Vauxhall St., Colombo 2. WTD 6/8/64.

306 Fabricated Rubber Products

PHILIPPINES—Electric and friction tape. J. Elizalde Bandoy, General Manager, Control Products Center, Inc. (indentor), 303 De Leon Bros. Bldg., corner Rizal Ave. & Raon St., Manila. WTD 5/9/64.

SOUTH AFRICA—Pilot and radiosonde ballons. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

342 Cutlery, Hand Tools, General Hardware

GERMANY—Builders' tools of all types; requests replies from U.S. manufacturers with price quotations cif Rotterdam. Tornado GmbH (manufacturer), Postfach 380, 4032 Lintorf Bez., Duesseldorf. WTD 6/11/64.

PHILIPPINES—General hardware, including pliers, carpenters' kits, locks, padlocks, wrench sets. Vincente Yu, Vice-President, The Best Co., Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

SOUTH AFRICA—Mechanical jacks, including aircraft. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

344 Fabricated Structural Metal Products

ENGLAND—Anti-vibration and duct attenuators. Sargent's Insulations Ltd. (insulation consultants, engineers), 18 Doughty St., London, W.C.1. WTD 6/24/64.

348 Fabricated Wire Products

CHILE—Iron wire rope, for use in commercial fishing trawlers. Reinaldo Cerisola B. (sales agent, retailer), Baquedano 650, Casilla 112, Iquique. WTD 4/9/63.

351 Engines, Turbines

PHILIPPINES—Gasoline and diesel engines. Go Tong, Manager, Go Tong Electrical Supply Co. (importer, wholesaler, retailer), 1509-1513 Soler, Box 2185, Manila. WTD 5/23/64.

SOUTH AFRICA—Fractional horsepower motors for aircraft, special designs, except synchronous. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

352 Farm Machinery

PHILIPPINES—Small farm tillers, tractors. Miss Jo Villarba, General Manager, Alma (Philippines) Ltd. (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 1422, Manila. WTD 6/29/63.

353 Construction Machinery

SOUTH AFRICA—Metering equipment, oil and gas field; pick up sweepers, municipal type only. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

354 Metalworking Machinery

PHILIPPINES—Power tools, portable, elec-

tric; soldering guns. J. Elizalde Bandoy, General Manager, Control Products Center, Inc. (indentor), 303 De Leon Bros. Bldg., corner Rizal Ave. & Raon St., Manila. WTD 5/9/64.

SOUTH AFRICA—Balancing and aircraft ground servicing equipment, automotive maintenance type. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

355 Special Industry Machinery

NEW ZEALAND—Reconditioned circular knitting machinery, flat bed, for outer wear and double jersey fabric. (Attn. B. W. Jack, Textile Dept), Brown & Dureau (N.Z.) Ltd., P.O. Box 2192, Auckland. WTD 6/29/64.

PHILIPPINES—Silk screen printing supplies. J. Silverio, Import Dept., Manufacturers' Representatives, Inc. (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila. WTD 3/9/64.

Portable grain dryers. Miss Jo Villarba, General Manager, Alma (Philippines) Ltd. (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 1422, Manila. WTD 6/29/63.

SOUTH AFRICA—Charging boxes, foundry equipment. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

356 General Industrial Machinery

PHILIPPINES—Portable water pumps. Miss Jo Villarba, General Manager, Alma (Philippines) Ltd. (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 1422, Manila. WTD 6/29/63.

SOUTH AFRICA—Electric, air, hydraulic jacks, including aircraft. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

357 Office, Computing, Accounting Machines

PHILIPPINES—Duplicating machines for office use. Francisco V. del Rosario, President, T. J. Wolff & Co., Inc. (importer, wholesaler, retailer, indentor, manufacturer), 500 Echague, Box 920, Manila. WTD 11/11/63.

359 Machinery

SOUTH AFRICA—Carburetors, aircraft, engines. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

361 Electric Transmission, Distribution Equipment

PHILIPPINES—Industrial safety equipment such as electric switches, gears, controllers, voltage regulators, motor controls. J. Elizalde Bandoy, General Manager, Control Products Center, Inc. (indentor), 303 De Leon Bros. Bldg., corner Rizal Ave. & Raon St., Manila. WTD 5/9/64.

362 Electrical Industrial Apparatus

PHILIPPINES—Electric motors, single phase. Go Tong, Manager, Go Tong Electrical Supply Co. (importer, wholesaler, retailer), 1509-1513 Soler, Box 2185, Manila. WTD 5/23/64.

363 Household Appliances

PHILIPPINES—Farm home appliances, equipment. Miss Jo Villarba, General Manager, Alma (Philippines) Ltd. (indentor), 210 Wilson Bldg., 139 Juan Luna, Box 1422, Manila. WTD 6/29/63.

364 Electric Lighting Equipment

PHILIPPINES—Fluorescent starters. J. Elizalde Bandoy, General Manager, Control Products Center, Inc. (indentor), 303 De Leon Bros. Bldg., corner Rizal Ave. & Raon St., Manila. WTD 5/9/64.

SOUTH AFRICA—Lighting equipment, aviation ground, electric. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

366 Communication Equipment

CHILE—Echo sounding equipment, radio equipment, for use in commercial fishing trawlers. Reinaldo Cerisola B. (sales agent, retailer), Baquedano 650, Casilla 112, Iquique. WTD 4/9/63.

SOUTH AFRICA—Beacons, radar, broadcast equipment, studio, mobile a.m. & f.m. radar; search and navigation, airborne, commercial; radio altimeters; vhf omnidirectional range system equipment; radio receivers, airborne. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

367 Electronic Components, Accessories

AUSTRALIA—Complete line of magnetic microphones, earphones. King Distribution Co. (wholesaler, importer), 10-11 Grand Central Acrade. 205-207 Queen St., Brisbane, Queensland. WTD 6/25/64.

PHILIPPINES—Radio and television components, tubes, capacitors, resistors, potentiometers, CB transceivers, transmitters, cables, electronic testing instruments. J. Elizalde Bandoy, General Manager, Control Products Center, Inc. (indentor), 303 De Leon Bros. Bldg., corner Rizal Ave. & Raon St., Manila. WTD 5/9/64.

SOUTH AFRICA—Antennas: communications, microwave, radar, navigation aids; attenuators; backward wave electron tubes. Accelerometers. Magnetrons, all types. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

369 Electrical Machinery, Supplies

SOUTH AFRICA—Storage batteries, aircraft. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

372 Aircraft, Parts

SOUTH AFRICA—Propellers, controlled pitch; fuel pumps, assemblies; vacuum pumps assemblies; transmissions for civilian aircraft. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

374 Railroad Equipment

SOUTH AFRICA—Superheater, locomotive. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

381 Engineering, Laboratory, Scientific, Research Instruments

SOUTH AFRICA—Altimeters, aircraft, barometric; instruments, bourdon, aircraft; gyro; aircraft automatic-pilots; laboratory scales; sextant, periscope, aircraft; balances, laboratory precision. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

382 Instruments for Measuring Physical Characteristics

SOUTH AFRICA—Instruments, temperature, indicating, electric, aircraft; nuclear radiation detection devices; tachometers, electric aircraft. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

384 Medical, Dental Instruments

AUSTRALIA—Hearing aids, parts, accessories, complete line. King Distribution Co. (importer, wholesaler), 205-207 Queen St., Brisbane, Queensland. WTD 6/25/64.

CEYLON—Hospital equipment; sole agency basis. Cooperative Wholesale Establishment (State corporation), P.O. Box 990, No. 21, Vauxhall St., Colombo 2. WTD 6/8/64.

387 Watches, Clocks, Parts

SOUTH AFRICA—Aircraft clocks. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

394 Toys, Sporting Goods

SWEDEN—Spinning rods; archery articles; croquet sets; pedal cars. Ryds Industri AB, Ryd. WTD 6/16/64.

395 Artists' Materials

PHILIPPINES—Artists' materials. J. Silverio, Import Dept., Manufacturers' Representatives, Inc. (importer, wholesaler, retailer, indentor), 904 Gral. Solano, San Miguel, Manila. WTD 3/9/64.

539 General Merchandise Stores

PHILIPPINES—Used clothing. Vicente Yu, Vice-President, The Best Co., Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each list.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated June.

Boot and Shoe Importers, Dealers and Manufacturers—Guatemala.
Business Firms—Burundi.
Business Firms—Central African Republic.
Feedstuff Importers, Dealers, Manufacturers and Exporters—Pakistan
Fertilizer Importers, Dealers, Manufacturers and Exporters—Panama.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Thailand.
Furniture Importers and Dealers—Thailand.
Iron, Steel and Building Material Importers and Dealers—Republic of Panama.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Honduras.
Lumber, Plywood and Veneer Importers, Dealers and Exporters—Peru.
Machinery, Equipment and Supplies, Electrical Importers and Distributors—Bolivia.
Plastics Materials Importers, Dealers and Manufacturers—Ceylon.
Textile Industry—Peru.

Leads for Importers

Commodities are offered direct unless specified.

149 Nonmetallic Minerals

VENEZUELA—Gypsum ore. Leon Vanososte, Urb. Lomas del Club Hipico, Calle Las Lomas, Quinta Morelsa, Caracas. WTD 5/14/64.

203 Canning, Preserving Foods

AUSTRALIA—Papaya and mango chutney; can supply, annually, up to 25,000 jars (2 doz. per carton). Old Country Products Pty. Ltd., (wholesaler, manufacturer), 10 Eric Rd., Holland Park, Brisbane, Queensland. WTD 6/25/64.

**** FINLAND—Trade Mission**

Fish producer wishes to export smoked and frozen salmon or rainbow trout. Transportation by air freight. Lohi Oy c/o Mr. Aate Virtanenen, Vatiala. I.R. 315.

FRANCE—Sardines, frozen ("sardines congelees") in wooden cases, good quality, offered for direct sale to U.S. importers, in wholesale lots. Etablissements A. Gre & Cie., 15 Cours du Chapeau-Rouge, Bordeaux, Gironde. WTD 10/24/63.

208 Beverage Industries

**** FINLAND—Trade Mission**

Finland's leading brewery will begin exporting its beer in the fall. Seeks agent preferably on east coast. Osakeyhtio Mallasjuoma, Kulmakato 4, Lahti. I.R. 221.

FRANCE—Bordeaux and Burgundy red and white wines, classified and vintage qualities; cognac brandy; various types spirits in glass bottles. Wishes to locate agent and/or distributor in whole of U.S. except California and Pennsylvania. Brikedal-Hartman & Co., 28 Quai des Chartrons, Bordeaux, Gironde. WTD 10/25/63.

209 Food Preparations

**** FINLAND—Trade Mission**

Special coffee blend with strong African and Far East character packed in pressure cans. Export capacity up to 500,000 lb./month. Direct purchase. Suomen Osuuskauppojen Keskuskunta, Vilhonkatu 7, Helsinki. WTD 10/17/63. I.R. 104.

221 Broad Woven Fabric Mills, Cotton

**** FINLAND—Trade Mission**

Manufacturer seeks direct contact with specialty shops or importers to sell Finnish designed curtains and draperies. Luha Oy, Lemminkaisenkatu 14, Turku 3. I.R. 324.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

**** FINLAND—Trade Mission**

Nylon and tricol fabrics used for manufacture of men's shirts and women's underwear. Tricol Oy, Elimaenkatu 30, Helsinki. WTD 3/17/64. I.R. 6A.

223 Broad Woven Fabric Mills, Wool

**** FINLAND—Trade Mission**

Direct purchase of following items: travel, sports, car blankets; modern transparent drapery fabrics; upholstery materials for Scandinavian type furniture; bed blankets; table cloths, napkins (dralon fiber). Villayhtyma Oy—Uniwool Ltd., Et. Ranta 8, Helsinki. WTD 4/12/62. I.R. 9.

225 Knitting Mills

**** FINLAND—Trade Mission**

Jobber or distributor sought for modern line of Finnish knitwear fashions for men, women, children (includes "his and hers" outfits). Teroma Oy, Neuletehdas—Oitti. I.R. 7.

Agent sought for knitted track suits, pullovers, sweaters, men's cardigans. Suomen Trikoo Oy.—Ab., Tampere. WTD 4/2/64. I.R. 311.

Agents handling high quality ski clothes sought for hand-knitted woolen mittens, gloves, sweaters. Gloves and mittens are limited to 20,000 pairs per year; sweaters limited to 500 per year. J. G. Sihvola Oy, Vesijarvenkatu 32, Lahti. WTD 2/9/62. I.R. 205.

228 Yarn, Thread Mills, Products

**** FINLAND—Trade Mission**

Manufacturer wants to sell bulking yarn for use in manufacturing of women's nylon 66 hosiery to distributor or manufacturers (15 and 20 denier). Keri Oy, Tornio. WTD 7/5/61. I.R. 227.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

**** FINLAND—Trade Mission**

Medium priced men's coats, men's and women's sportswear (ski pants, jackets). Direct purchase. Oy Ronka Ab, Sirkkalankatu 2, Turku. WTD 4/3/64. I.R. 331

Manufacturer seeks contact with specialty shops to handle men's and women's knitted sportswear for skiing. Silo Oy, Lemminkaisenkatu 14, Turku. WTD 3/6/64. I.R. 326.

Men's and women's coats, made mostly of wool and blends, priced approx. $20 to $30 cif New York City. Direct purchase or agents. Oravan Tehtaat Oy, Riihimaki. WTD 10/10/62. I.R. 27.

232 Men's, Youths', Boys' Furnishings, Work Clothing

**** FINLAND—Trade Mission**

Manufacturer wishes to export to U.S. various types of trousers, shirts, coats, socks for men, boys, women. SOK, Suomen Osuuskauppojen Keskuskunta, Vilhonkatu 7, Helsinki. WTD 5/29/63. I.R. 78.

Manufacturer of men's and boys' shirts wishes to contact department stores. Shirts are low, medium, and high-priced. Oy Paitavalmiste, Lahti. I.R. 211.

Agent dealing with high class specialty sport shops to handle high quality men's sport shirts. Shirts to be exhibited at the Cologne Fair, Aug. 22-24, Hall No. 3, Aisle M 4. Pukumestarit Oy (subsidiary of Kuusinon Oy), Pinninkatu 45, Tampere. WTD 6/3/64. I.R. 305.

233 Women's, Misses', Juniors' Outerwear

**** FINLAND—Trade Mission**

Manufacturer seeks to sell direct to department stores original Finnish "furcoat" which is jumper part of Lapland dress. Price approx. $8 fob Helsinki in poplin. Vesavaate Oy, Veesijarvenkatu 38, Lahti. I.R. 220.

238 Apparel, Accessories

**** FINLAND—Trade Mission**

Manufacturer seeks contact with firms providing catering and souvenir service at open air sporting events to handle 35 cent plastic raincoats. Amer Plast Ky. Suominen & Co., Tampere. WTD 2/27/64. I.R. 314.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

**** FINLAND—Trade Mission**

Large Finnish company wants to export flush doors. Could ship from 20 to 30 thousand per year. Enso-Gutzeit Osakeyhtio, Lahti. WTD 11/13/63. I.R. 202.

One of Finland's largest industrial companies seeks agents in U.S. for all types of prefabricated houses, cottages (year-round as well as vacation type including special "sauna" buildings). Also wants to sell hollow core insulated and uninsulated interior doors made of oak, birch, or mahogony. Rauma-Repola Oy, Lahti Mills, Verijarvenkatu 76, Lahti. I.R. 215A.

Dealers, importers, or building firms sought to handle line of prefabricated vacation houses, cabins, saunas, Puutalo, Mannerheimintie 9B, Helsinki. I.R. 105.

Large home building or development firms sought for direct purchase of prefabricated houses. Suggest orders be placed for lots of 27 to 30 for best price and delivery terms. Puutalo, Mannerheimintie 9B, Helsinki. I.R. 105a.

244 Wooden Containers

**** FINLAND—Trade Mission**

Exporter of birch veneer slats to make shipping boxes for citrus fruits, cherries, strawberries, wants to contact shippers of fruits and fruit box manufacturers. Slats 1/16 to 1/8 thick. Price of finished cut-to-size slats approx. $150/cu. meter cif, any port servicing Finnish vessels. Oy Thomas Skogsbyra Ab (for Puutavaraliike Kataja, Kivijarvi), Et. Esplanaadik. 18, Helsinki. I.R. 17.

251 Household Furniture

**** FINLAND—Trade Mission**

Manufacturer seeks representation in U.S. for its moderate priced line of furniture, including upholstered pieces, wooden tables, chairs, converticle sofas. Furniture made of teak, oak, birch. Vilka Oy, Nastola. I.R. 207.

252 Office Furniture

**** FINLAND—Trade Mission**

Manufacturer of line of modern Finnish office furniture wishes to contact showroom representatives or interior decorators for mid-

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

west and west coast. Lepokalusto Oy, Villahde. I.R. 212.

264 Converted Paper, Paperboard Products

★★ FINLAND—Trade Mission

Wallpaper. Direct Purchase. Winter Osakeyhtio (subsidiary of W. Rosenlew & Co.), Tampere. WTD on parent company 6/1/62. I.R. 316.

Manufacturer wants to export plastic shopping bags with advertising printed according to specifications. Direct purchase. Amer Plast Ky, Suominen & Co., Tampere. WTD 2/27/64. I.R. 314.

283 Drugs

★★ FINLAND—Trade Mission

Manufacturer of health tonic, consisting of calcium, potassium, magnesium, iron and mangan, seeks market in U.S. Direct purchase. Oy Aetco Ab, Korkeavuorenkatu 5 A, Helsinki. I.R. 44.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★ FINLAND—Trade Mission

Agents sought for Sauna Shampoo, one of the leading shampoos in Finland for past 3 years. Marttinen Oy, Sarkiniementie 5, Helsinki. WTD 6/27/63. I.R. 37.

314 Footwear, Except Rubber

★★ FINLAND—Trade Mission

High quality Finnish shoes. Priced approx. $7 to $11 fob, Helsinki. Direct purchase. Tampereen Kenkateollisuus Oy, Salhojankatu 44-46, Tampere. I.R. 306.

323 Glass Products

★★ FINLAND—Trade Mission

Handbag mirrors, home wall mirrors, circular, oval, square. Direct purchase. Makisen Muovi ja Kuvastin Oy, Vammala. I.R. 303.

333 Primary Smelting, Refining of Nonferrous Metals

★★ FINLAND—Trade Mission

Large Finnish nickel and copper producer wants to export nickel sulphate salts for electroplating. Wholesalers and direct purchase. Outokumpu Oy—(Government owned), Kuparitalo, Helsinki. I.R. 41.

346 Metal Stampings

★★ FINLAND—Trade Mission

Cast kitchen "oven-to-table" ware. Direct purchase. Winter Osakeyhtio, (subsidiary of W. Rosenlew & Co.), Tampere. WTD on parent company 6/1/62. I.R. 316.

355 Special Industry Machinery

★★ FINLAND—Trade Mission

Pulp and paper industry machinery. Direct purchase. Jylhavaara Oy (associate company of United Paper Mills of Finland), Valkeakoski. I.R. 308.

Extrusion machines for plastics, polyethylene films, sheets and profiles, rods and tubes, and semisoft PVC. Presently makes up to 5 meter lay flat, but will shortly supply units capable of 10 meters lay flat. Extruders supplied ready for mounting motor. Machines also used with bottle blowing equipment. Extruder price 40% below German prices and far below U.S. prices. Can deliver 25 extruders in 1964, 50 in 1965. Pricelist available from Commercial Intelligence Division, Rm. 6311, Bureau of International Commerce, Washington, D.C. 20230. Rakennusmuovi Oy, Vesijarven katu 78, Lahti. I.R. 203.

Wood working machines, saw blades, cutters, all kinds. Agents or direct purchase. Oy Kone ja Tera—Mikro, Yrjonkatu 34, Helsinki. I.R. 26.

363 Household Appliances

★★ FINLAND—Trade Mission

Manufacturer wishes to sell refrigerators, stoves, heaters to U.S. trailer industry. Direct purchase. UPO Osakeyhtio, Lahti. I.R. 208A.

373 Ship Building, Repairing

★★ FINLAND—Trade Mission

Largest plastic boat builder in Scandinavia wants to sell its boats which are up to 35 feet. Agents or direct purchase. Firm claims that delivered prices would still be competitive in U.S. Turun Veneveistamo, Pihlajaniemi, Turku 5. WTD 8/25/61. I.R. 321.

Subsidiary of Finnish Steamship Lines wants to manufacture hulls (for boats from 22 to 48 feet) for U.S. firm to be completed in U.S. Also interested in sailboats from 22 to 48 feet. Oy Laivateollisuus AB, Turku, Turku. I.R. 333.

Aluminum boats, outboard type 12-14 feet, and cruiser type 28-30 feet; also plywood and glass fiber boats in the 12-14 foot range. Will build to specification. Novaros Oy, P.O. Box 6094, Helsinki. I.R. 22.

Manufacturer of boat fittings wants to sell to marine suppliers in U.S. Large capacity, can deliver quantity orders. Nikro Oy, Ylojarvi. I.R. 302.

FRANCE—Sea-going steel fishing vessels including trawlers and other types ranging in sizes from 65 to 98 feet; also lighters and other steel crafts manufactured to order according to specifications. Chantiers de L'Adour, Route de la Barre, Anglet, Basses-Pyrnees. WTD 10/3/63.

357 Office, Computing, Accounting Machines

NETHERLANDS—Wishes to appoint distributor for newly developed light and heavy weighing equipment; must be able to service equipment in New York, Chicago, Portland, San Francisco, Dallas, Miami. Snelwegerfarbriek Prior, 122 Zuidkade, Boskoop. WTD 1/15/64.

394 Toys, Amusement, Sporting Goods

★★ FINLAND—Trade Mission

Wholesaler sought for "Toronto Special" high grade ice hockey sticks of birch, laminated, hickory reinforced. Kinko-Puu Rahunen & Co., Muurame. I.R. 34.

Shoulder carrying rack for rucksacks. Direct purchase. Polar-Trade Pohjoismaiden Hankintakeskus, Erottajankatu 5, Helsinki. WTD 4/22/63. I.R. 19.

Baby carriages, strollers, hospital beds, folding camping equipment. Direct purchase. Joutjarvi Oy, Lahti. I.R. 201.

Construction Projects

ECUADOR—(100 sucres = US $5.55). The Guayaquil Port Authority has awarded an engineering contract to an unidentified U.S. firm to complete studies for the addition of 2 or 3 new **berth facilities** at Guayaquil's New Port, to plan construction of a second **barge canal and lock** connecting the salt estuary of the Gauyas River, and to plan for **tugboat repair facilities** at the New Port. The Port Authority is expected to seek World Bank financing for the $5 to $7 million estimated cost of these projects. Contact U.S. Embassy, 120 Avenita Patria, Quito.

FRANCE—(100 francs = US $20.25). Plans for the construction of a **subway** for Lyon were advanced with the allocation by the Lyon Municipal Council of $80,000 for initial preparatory studies and the agreement in principal of the Counseil General of the Rhone to underwrite 20% of the total cost of the subway.

Plans have developed to the point where the first route has been chosen. In addition to technical studies, methods for financing are also under consideration. The Municipality is promulgating its plans in the hope that the Metro will be included in the 5th National Plan. If so, the National Government would underwrite 50% of the cost, and the City of Lyon, 20%, the Counsel General of the Rhone, another 20%, and the City of Villeurbanne, the remaining 10%. If the metro is not included in the 5th Plan, the project will probably be dropped for the foreseeable future.

Pending inclusion of the metro in the 5th Plan, the initial engineering studies are to be completed by the end of 1964. Preliminary plans concerning all facets of Lyon's traffic and transportation problems are under the supervision of M. Rene Waldmann, Engineer, Ponts et Chaussees, 33 Rue Moncey, Lyon 3eme. Upon completion of the survey at the end of this year, a Paris Society of consulting Engineers, Sofre-Transports-Urbains will draw up the working plans. Specifications and final plans will be drawn during 1965 in the anticipation that actual construction will commence in 1966. Only after the metro has been formally approved and included in the 5th Plan will a Society be formed to proceed with the actual construction.

The first line, which will be 7.5 km in length, is tentatively scheduled for completion by 1970. Total cost for this one line is expected to reach $90 million, including $60 million for the infrastructure, $14 million for the superstructure, $3 million for rolling stock and $13 million for unforeseen added costs. The method of construction will not be known until after completion of the preliminary studies, but it is not expected to cause a great variance from the above figure.

The anticipated date of tender notice is expected to be in late 1965, after the completion of the survey by Sofretransports-Urbains. Contact M. Rene Waldmann, Engineer, Ponts et Chaussees, 33 Rue Moncey, Lyon 3eme.

FRENCH WEST INDIES—According to recent reports, Esso, Texaco and Shell will participate in the financing of the **petroleum refinery** planned for the French West Indies

(INTERNATIONAL COMMERCE, June 1, p. 32). While financing has been decided in principle, no contract or other binding document has been signed and no decision has been reached on the percentage of equity holding by these three companies and the state-owned Compagnie Francaise des Petroles.

GUATEMALA—(100 quetzales = US $100). A $4.6 million Alliance for Progress credit has been authorized by the Export-Import Bank in favor of the Government of Guatemala for the Matias de Galvez National Port Authority.

Proceeds of the loan will be used to help finance purchases of U.S. equipment, machinery and related services required for **expansion of the port of Matias de Galvez** on Santo Tomas Bay on the east coast of Guatemala. Total cost of the program is estimated at over $6 million. The proposed expansion is expected to increase the port's annual capacity of about 220,000 tons in 1963 to 600,000 tons annually.

Plans are to **extend** the existing **wharf** and **improve water, sewerage, light and power, and communications facilities.** Major items to be purchased in the U.S. include equipment for erecting a **prefabricated warehouse** of approx. 155,000 sq. ft.; installation of a concrete **water tank; pipe lines; electric** and **telephone facilities;** a **gantry-type travelling crane** of 50 ton capacity for cargo handling and **trackage for a switching yard.** A U.S. firm, not yet selected, will furnish engineering services and assist in supervision of the construction work at the port.

IRAQ—(1 dinar = US $2.80). A U.S. firm, David Volkert & Associates, has been selected by the GOI to be the designers and consultants for the **Amara Bridge.** A contract was signed on June 24 under the terms of which David Volkert and Associates will submit 4 designs for the approval of the GOI and will supervise construction of the bridge. The whole project is scheduled to take 4 years with the tender for construction to be announced in a year.

Estimated cost of construction is ID 1.3 million. The GOI will pay the costs out of its regular budget. Payments will most likely be made as specified parts of the work are completed. Write: Director General of Roads & Bridges, Ministry of Communications, Baghdad, for further information.

IVORY COAST—It is understood that Kaiser Engineers in surveying the feasibility of the **proposed Bandama Dam** is recommending an installed capacity of 136,000 kilowatts and estimates the total cost for the dam at US $70-$80 million. The report states that while the Bandama is not as large a river as the Niger or the Volta, it is nevertheless a river which can be used for reasonably efficient production of electric power for which there is a ready market in the Ivory Coast.

JAMAICA—(1J£ = US $2.80). Proposals in sealed envelopes for expanding the existing **water system** in the areas of May Pen and Palmetto in accordance with the National Water Authority's Specs and Contract Documents will be received by The National Water Authority 15, Caledonia Ave., Kingston 5, Jamaica, until 12 noon Aug. 28, and will be opened and read publicly at the office of the Authority at 2 p.m. the same day. The work is divided into 4 contracts:

Contract 64-1: Construction of **reservoirs and pumping stations:** One 500,000 gal. and 2 50,000 reinforced concrete reservoirs and two small concrete block houses.

Contract 64-2: Installation of **mechanical and electrical equipment:** Two deep well turbine pumps, 2 horizontal centrifugal pumps, chlorinators and ancillary electrical equipment.

Contract 64-3: **Installation of water main** in Eastern May Pen, Palmetto, and Free Town: Approx. 13½ miles of asbestos pipelines and 1¾ miles of cast iron pipelines from 4" to 12" diameter.

Contract 64-4: **Installation of water mains** in western May Pen: Approx. 14½ miles of asbestos cement pipelines from 4" to 10" diameter.

Bids may be submitted for the award of contracts singly and/or for the award of any combination of contracts jointly. In the latter case, special bidding sheets are required and should be requested. This project is jointly financed by the Government of Jamaica and the Agency for International Development under AID Loan No. 532-M-001. Payments for work performed under this contract will be made in accordance with the terms and conditions of the said Loan.

Bidding is restricted to Jamaica firms, U.S. firms, foreign subsidiaries of U.S. firms, or joint venture firms. No bids may be withdrawn for a period of 60 days after the scheduled closing time for receipt of bids. Contract documents and plans may be inspected at the office of: The National Water Authority, or The Jamaican Embassy, 2129 Leroy Place, NW., Washington, D.C. Documents and plans may be obtained on application to either of the two abovenamed offices by depositing $14.00 for each contract package set desired. Documents and plans will be sent overseas by air parcel from Jamaica upon receipt of an additional, separate, non-refundable payment of $5.90 for each contract package set desired or by parcel post c.o.d. from the Jamaican Embassy, Washington, D.C. to any part of the U.S. Checks for payment in Jamaica should be made payable to the Secretary/Manager, National Water Authority and U.S. checks to: The Jamaican Embassy, 2129 Leroy Place, NW., Washington, D.C.

KENYA—(20 EA Sh = US $2.80). The Government of Kenya has embarked on a massive six-year **development plan** that aims at raising the monetary gross domestic product of $784 million by 1970. This figure represents an increase of nearly 60% over the 1962 output—an annual growth rate of 5.7%.

The Government plans to spend $19,040,000 on improvements to the country's network, including surfacing with Tarmac the Athi-Namanga, Eldoret-Tororo and Nairobi-Mombasa roads. In a more current effort to improve the Nairobi-Mombasa road and, at the same time, combat unemployment, the Ministry of Works will hire about 500 workers to handle realignment and construction of 21 miles (34 km.) of the road.

In the 1964-65 budget, the Government has provided for an expenditure of $2,212,000 on road maintenance. Of this amount, $280,000 will be used for resealing trunk roads bituminized under the contractor-finance project.

MALAYSIA—(M$100 = US $32.68). The Singapore Public Works Dept. has announced plans to proceed immediately with construction of a modern reinforced concrete and brick **warehouse,** to be completed by mid-65 at a cost of nearly US $½ million. The new structure with 90,000 sq. ft. of floor space on three floors served by freight elevators will be used as a bonded warehouse, operated by the Customs Dept. Contact: Singapore Public Works Dept., Singapore.

MOROCCO—(100 dirhams = US $19.76). A recently formed corporation named Africa Palace Hotel, S. A., will build a 12 story, **200-250 room hotel** in Tangier facing the beach. (INTERNATIONAL COMMERCE, June 15, p. 34). It is reported that land has been purchased. The City of Tangier has given the company part of the beach, and actual plans are being drawn in Casablanca. Write: Africa Palace Hotel, S. A., c/o Abdelaziz El Alami, 19 Casa Riera, Tangier.

PAKISTAN—(100 rupees = US $21.00). Westinghouse Electric Corp. of Pittsburgh was the low bidder for the supply and erection of the 132 megawatt gas-fired **thermalpower station** in Lyallpur, West Pakistan. The $11,418,694 bid is part of the project which is being financed under a recently-announced $18.8 million AID loan for the West Pakistan Water & Power Development Authority.

PARAGUAY—(100 guaranies = US $.79). Plans for the construction of a new **sugar mill** in Paraguay by a German-Paraguayan consortium at a cost of DM 38, 958,200 (approx. $9.75 million) have reportedly been approved by the Government of Paraguay. The mill will initially have a capacity of 18,000 tons of refined sugar per annum and be capable of expanding capacity to 27,000 tons. The name of the firm, already incorporated in Paraguay with the capitalization of DM 12 million, is Vollendam Industria Azucarera Paraguayo-Alemana, S. R. L. (VIAPA) The DM 38, 9 million is to be financed as follows: a credit of DM 16.9 from the German firm Buckau R. Wolf, A. G., a credit of DM 14 million to be obtained from Inter-American Development Bank, DM 6 million to be raised by the firm itself, and DM 2 million from the firms present capital. The agricultural aspects are to be completely mechanized. and plans call for the use of 60 tractors and 170 trailers. Between 1,200 to 1,300 employees will produce cane and 150 will be employed in the refinery.

SIERRA LEONE—The Export-Import Bank of Washington has extended a $10,200,000 credit to Sherbo Minerals, Ltd. of Sierra Leone to purchase and ship to Sierra Leone U.S. goods and services for the construction of a **rutile concentrates plant.** When in full operation, it is expected the new plant will provide over $500,000 a year in salaries and wages and increase by $8 million or 10% the value of exports from Sierra Leone. Sherbo Minerals Ltd. is owned by Pittsburgh Plate Glass Co. (80%) and British Titan Products Co. (20%).

SOUTH AFRICA—(1 rand = US $1.40). Anglo-American Corp. of South Africa Ltd. plans to construct a **vanadium** and **steel project** at Witbank capable of producing both steel and vanadium pentoxide in substantial quantities from the ores of the Bushveld complex. Write: Anglo-American Corp. of South Africa Ltd., Johannesburg.

SOUTHERN RHODESIA—(£1 Rhodesian = US $2.80). The Rhodesian Sugar Association has reportedly offered to finance a substantial portion of the cost of erecting a **bulk sugar loading terminal** at Lourenco Marques in Portuguese East Africa. When the railway spur into the Triangle and Hippo Valley Estates is completed, there will be a complete rail-link from the Estates to the port of Lourenco Marques. The terminal is to have a storage capacity of 60,000 tons and is scheduled to start operation in Jan. 1966. Write: Rhodesian Sugar Association, c/o American Consulate General, Federal Bank Bldg., 76 Jameson Ave., Salisbury.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—E. H. Davidson, representing P. Rowe Pty. Ltd., Box 3455, G.P.O. Sydney, N.S.W., interested in **agency agreements for printing presses and equipment for industrial photography.** August 3 via Honolulu for 6 weeks. c/o E. I. Dupont de Nemours & Co., Photo Products Department, Wilmington, Delaware. Itinerary: Seattle, San Francisco, Los Angeles, Minneapolis, Chicago, Wilmington, Philadelphia, Rochester, N.Y., New York City.

AUSTRIA—Mrs. Ingeborg Gizlinek, representing I. Gizlinek—Parfuemerieartikel, 36 Webhasse, Vienna VI, interested in **cosmetic and toilet preparations** and **reasonable priced plastic items for household** use. August 6 via New York for 3 weeks. c/o Salient Export Agency, 1113 Broadway, New York 10, N.Y. Itinerary: New York, Washington.

Otto Schaettle, representing Schallplatten-Import, Dkfm. O. Schaettle, 174 Schoenbrunnerstrasse, Vienna XII, interested in contacting U.S. manufacturers and/or exporters of **phonograph records, recording tape, and endless tape playing systems** that could be installed in automobiles and stores. August 6 via New York for 3 weeks. c/o Salient Export Agency, 1113 Broadway, New York 10, N.Y. Itinerary: New York, Washington.

Mrs. Theresia Warszawski, representing "LOTOS"-Waesche, N. Warszawski & Co., Negerlegasse 1, Vienna II., interested in importing **synthetic textile fabrics, cambrics, print cloth; sewing and cutting machines** for the manufacture of ladies' underwear, aprons, dresses. Here to August 6. c/o Frank Horvath, 1414 N. Keeler Ave., Chicago, Ill. Itinerary: Chicago, New York.

BRAZIL—State Representative Carlos Kherlakian, representing Irmaos Kherlakian, Rua Page 57, Sao Paulo, interested in contacting suppliers of **special leather** with a view to importing for Brazil. Here to September 14. c/o Brazilian Consulates in itinerary cities. Itinerary: Los Angeles, New York, Philadelphia, Washington.

CEYLON—N. S. Jabir, representing C. M. H. M. Saly and Sons, 137 Second Cross Street, Colombo 11, **interested in technical information on exporting gems** (star sapphires, rubies, etc.). First week August via Los Angeles for 1 month. c/o New York Hilton at Rockefeller Center, 1335 Avenue of Americas, New York 19, N.Y. Itinerary: Los Angeles, New York.

CHILE—Hernan De Solminihac, representing self, Copiapo St. 91, Puerto Montt, interested in **automotive parts** and **accessories** and requesting technical information on same. Here to August 19. c/o 43 West 32nd St., New York, New York. Itinerary: Miami, Los Angeles, San Francisco, Detroit, Akron, New York, Washington.

COSTA RICA—Alfredo Madrigal Nieto, Manager, Rosago S.A., Aptdo. 1911, San Jose, interested in purchasing **metalworing machinery** and **equipment.** Here for one week. c/o Consulate General of Costa Rica, 420 Lexington Ave., New York, N.Y. Itinerary: New York; Wilmington, Del.; Detroit; Lansing; Georgetown, Ohio; Houston.

ECUADOR—Luis Chonillo, representing Imprenta Chonillo S.A., calle Baquerizo Moreno 1010, P.O. Box 1107, Guayaquill, interested in importing **print shop machinery** and **accessories.** July 30 via Miami for 2 months. c/o Carlos Acuna, 117 W. 96th St., Apt. 6, New York, N.Y. Itinerary: Miami, New York, Los Angeles.

Carlos Pazmino Corral, representing Chamber of Industries of Guayaquil, Ecuador, P.O. Box 4007, Guayaquil, interested in importing a **home industry** installation such as he may find of interest and requesting technical information on practicable **industrial processing of the "Naranjilla" fruit** (solanum quitoense) grown in Ecuador. Here to August 15. c/o Mr. Miguel A. Pazmino, 369 Prentiss Street, San Francisco, California. Itinerary: Washington, New York, Buffalo, Chicago, St. Louis, San Francisco, Los Angeles, San Antonio.

GREECE—Michael Emmanuelides, representing self (commisison agent's office), 10 Megalou Alexandrou St., Thessaloniki, interested in acting as agent for U.S. manufacturers of **automotive spare parts.** Here for 2 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Chicago, Detroit, Washington, Hartford, Boston.

Stratos Ramoglou, representing self, 5 Lloyd George St., Thessaloniki, interested in importing to Greece **automotive accessories** and **parts** and **electrical supplies and equipment.** Here for 2 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Chicago, Detroit, Washington, Hartford, Boston.

IVORY COAST—Hassan Sami, representing Societe Hassan Freres, Ave. Nogues, B.P. 755, Abidjan, interested in buying **cotton remnants** (twills, drill, sateen). Beginning August via New York for one month. c/o Henri Dimidjian, 45 Wooster St., New York, N.Y.; The Americana of New York, 52nd & Seventh Ave., New York, N.Y. Itinerary: New York, Detroit, Chicago, Baltimore.

LEBANON—Joseph G. Ghorra, representing The Lebanese Ceramic Industries Co., S.A.L., Azarieh Bldg. A2, 3rd Floor, Emir Bechir St., Beirut, interested in production of **wall tiles** and **sanitary ware** and requesting technical information on above. Here for 10 weeks. c/o Lebanese Consulate General, 9 E. 76th St., New York, N.Y. Itinerary: New York, Baltimore, Trenton.

MALAYSIA—K. C. Chew, representing Firestone Tire & Rubber Company (S.S.) Ltd., 22 Geylang Road, Singapore 14, interested in **natural rubber and its related equipment** in modernizing the process. August 9 via Cleveland or Akron for 2 weeks. c/o Mr. L. A. Wohler, Rubber Purchasing Department, Firestone Tire & Rubber Co., 1200 Firestone Parkway, Akron 17, Ohio. Itinerary: Cleveland, Akron, Piqua, Providence, Ashtabula, New York, possibly Washington.

NEW ZEALAND—John Digby Haigh, representing Bay of Islands Electric Power Board, P.O. Box 243, Kaikohe, Bay of Islands, Northland, interested in **distribution and generation of electricity;** purchasing **switchgear** and peak load **generating equipment;** also requesting technical information on above. Here to August 13, c/o British Consulate General, 200 S. Michigan, Chicago, Ill. Itinerary: Milwaukee, Chicago.

PAKISTAN—M. A. Majid, Technical Director, Climax Engineering Company Limited, C. T. Road, Gujranwala, interested in purchasing **raw materials for manufacturing fans, motors, transformers and switchgear;** exploring possibility of obtaining manufacturing **license for power transformers,** 66 KV and above and **switchgear and allied equipment** in the same range as well as possibilities for manufacturing **airconditioners and refrigerators.** First week August via San Francisco for 2 weeks. c/o Mr. M. S. Hassan, Purchase Attache, Embassy of Pakistan, 2201 "R" Street, NW., Washington, D.C. 20008. Itinerary: San Francisco, Chicago, New York, Washington.

PERU—Samuel and Azi Wolfenson, representing Samuel Wolfenson & Cia. S.A., Av Iquitos 680, La Victoria, Lima, interested in contacting U.S. manufacturers or distributors of **automotive spare parts,** both **used and new.** Here to August 14. c/o Dupont Plaza Hotel, 300 Biscayne Blvd. Way, Miami 32, Florida; Manhattan Buying Corp., 225 W. 34th St., New York, N.Y. Itinerary: Miami, Washington, New York, Baltimore.

SOUTH AFRICA—Representatives of African City Property Investments Limited, 30 Annan House, 86 Commissioner St., Johannesburg, and H. W. E. Stauch of Vorster & Partners, 101 Netherlands Bank Building, 81 Main Street, Johannesburg, announced in INTERNATIONAL COMMERCE on June 29, have **postponed** visit until August 10.

E. J. Martin, representing Drury Wickman Limited, Consolidated Building (P.O. Box 2142), Paterson Road, Port Elizabeth, interested in **general industrial equipment** with primary emphasis on **automotive engineering machinery** and requesting technical information on machines used in the **making and assembly of automobile engine blocks.** Here to October 3. c/o Gleason Works, 1000 University Ave., Rochester 3, N.Y. Itinerary: Detroit (July 27-31), Madison, Wis. (August 3-15), Rochester, N.Y. (Aug. 17-Sept. 4), Cleveland (Sept. 7-9), Waynesboro, Pa. (Sept. 10-14), Philadelphia (Sept. 17-23), New York (Sept. 24-28), Boston (Sept. 29-Oct. 2).

Brian J. Thompson, Director, Shatterprufe Safety Glass Company, Limited, P.O. Box 1249, Port Elizabeth, interested in **hotel and hospital glass designs, solar energy.** August 7 via New York for 6 weeks. c/o Monsanto Chemical Co., 445 Park Ave., New York, N.Y. Itinerary: New York City, Gainesville, Fla., Boston, Philadelphia, Chicago, St. Louis, Los Angeles, San Francisco.

SWITZERLAND—Dr. A. Seebach, representing self, 3 Hofwiesenstrasse, 8042 Zurich, interested in **manufacturing under license pharmaceutical specialties;** also arranging with U.S. firms to manufacture its products **under license (preparations for treatment of heart and circulation ailments such as neophyllin, neo-biphyllin, calmophyllin, and dihydro-stabilergin).** August 3 via New York to August 14. c/o Edwin Seebach, Scott Lane 1, Purchase Hill, White Plains, N.Y. Itinerary: New York, Washington, others.

Albert Knecht, Jr., representing Gebr. Knecht, P.O. Box 42, 8153 Rumlang/ZH, and Bakisa AG., Kraftstrasse 30, 8044 Zurich, interested in manufacturing under license **light expanded clay aggregate and similar building material** (eventually agency for machines) and requesting technical information on light expanded clay aggregate (light concrete, no gas concrete). Here for 2 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Boston, Washington, Chicago, Detroit, San Francisco, others.

New Books and Reports

***Licensing in Foreign and Domestic Operations.* (3d ed.) By Lawrence J. Eckstrom. Published by Foreign Operations Service, Inc. Essex, Connecticut, 1964. 1,040 pp.**

An exhaustive treatment which describes the history and theory of industrial licensing; preliminary market and marketing research; statutory industrial property rights; non-statutory rights; management and coordination of industrial property rights; protection of industrial property rights; negotiations and finding licensees; Government and private programs relating to foreign operations; the license agreement; terms, conditions and general provisions; commercial arbitration; anti-trust, monopoly, and restrictive trade practice laws; anti-trust laws and regulations overseas; tax planning for licensing operations; equipment leasing in licensing operations; and aid and assistance on foreign legal matters overseas. Also contains 364 pages of sample contract forms and a 32-page bibliography. Write: Foreign Operations Service, Inc., Essex, Connecticut.

***Doing Business in France.* Robert E. Wiegand (Ed.). Published by DePaul University. Chicago, 1964. 102pp. $3.**

"Doing Business in France" is the immediate product of a seminar held at DePaul University in December 1963 and attended by businessmen from throughout the nation.

It presents the many various aspects of trade with France in current circumstances; political, financial, legal, marketing and tax aspects compiled from the various talks given at the seminar.

Write: Mrs. Margot Pascht, College of Commerce, DePaul University, 25 East Jackson Boulevard, Chicago, Illinois 60604.

***Survey of Markets and Business Year Book, 1963.* (39th Ed.) *Financial Post*, 481 University Ave., Toronto 2, Canada. 284 pp. $5.**

Provides facts and figures about provinces and cities in Canada; buying power indexes by income, retail sales and growth rate. Includes summary articles on Canada's national income, foreign trade, employment, wages, price movements and public and municipal finance. National summary and statistics for manufacturing industries, merchandising, utilities, insurance and banking.

Venezuelan market study

Subscribers to International Commerce can obtain without charge a copy of Venezuela: A Market for U.S. Products, by writing to the Office of Publications and Information for Domestic and International Business, U.S. Department of Commerce, Washington, D.C. 20230. Additional copies of the 65-page report may be ordered for 50 cents apiece from the Commerce Department's Sales and Distribution Section, at the same address.

***Duesseldorf: an Economic Center in Europe.* Published by the Duesseldorf Office of Economic Promotion. Free.**

A guide for business people which should be of interest to U.S. businessmen visiting the city and firms interested in establishing branch offices or subsidiary operations in the Duesseldorf area.

Write: Office of Economic Promotion of the City of Duesseldorf, 69 Bolkerstrasse, corner Heinrich-Heine Allee, Duesseldorf.

How we're doing

A catalogue of market-share studies published last week by the Department of Commerce—and order blanks for the studies—may be obtained by writing Sales and Distribution, U.S. Department of Commerce, Washington, D.C. 20230.

The studies cover 380 groups of merchandise, from medicine to machine tools. They show the U.S. share of sales of each commodity in 94 countries, and the share other industrial nations get.

The market-share studies are $1 each.

Forty-five of the studies have been collected in a 3-volume publication, "Trade of the United States, Western Europe, Canada and Japan in Manufactured Products, 1961-62." This publication is available at 75 cents a volume from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***Bibliography of Cases and Other Materials for the Teaching of Multinational Business.* Edited by Grace V. Lindfors. Published by the Harvard Graduate School of Business Administration. Boston, May 1964. 283 pp.**

Contains materials addressed to business problems that arise because of differing customs or practices of the countries involved; distinctive and unfamiliar aspects of the cultural and institutional background of the country in which a firm is located, including such specific aspects of the business environment as money markets, labor laws and patterns of marketing; the effects on international business and American business firms of changing world markets, the growth of world competition and international government agencies or regulations.

Write: Harvard University, Graduate School of Business Administration, Soldiers Field, Boston, Massachusetts 02163.

***Latin American Chemical Guide: 1964.* Published by the Noyes Development Corp. Pearl River, N.Y. 94 pp. $15.**

A guide to the chemical industry of Latin America. The guide contains a survey of each country's chemical industry. Also included is a run-down of the major chemical producers in each country, listing name and address, plant locations, products produced, and where the information is available—annual sales, names of executives, financial links with overseas firms, and plant capacities.

Write: Noyes Development Corporation, P.O. Drawer 900, Pearl River, N.Y. 10965.

***Tariffs & Trade*: a report to executives on international business. Published by Tariffs & Trade, Inc., New York 1964. Annual subscription: $95 (6 months: $55).**

Tariffs & Trade focuses on trade matters subject to U.S. government actions and overseas trade developments. It is directed to business executives, trade associations, government officials and attorneys concerned with U.S. foreign trade.

Write: Ben Zwerling, editor, Tariffs & Trade, 10 East 40 St., New York, N.Y. 10016.

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Calendar

July

27-31—Economic Education Workshop, University of Arkansas Medical Center, **Little Rock, Ark.** Sponsor: University of Arkansas, State of Arkansas Department of Education. Theme: Meeting the Challenges of Trade and Aid. Speaker (July 29) Eugene M. Braderman, Director, Bureau of International Commerce.

27-31—North Carolina state-wide Government Procurement Clinics, **Goldsboro** (July 27), **High Point** July 29), **Asheville** (July 31). Sponsors: North Carolina Department of Conservation, and Development, Department of Commerce. Speaker: Paul Colvin, BDSA.

27—Available for discussions with businessmen, J. A. Van Swearingen, Commercial Attache, Djakarta, Indonesia, Chicago Field Office, **Chicago, Ill.**

28—Luncheon meeting, World Trade Department, Los Angeles Chamber of Commerce, **Los Angeles, Calif.** Speaker: J. A. Van Swearingen, Commercial Attache, Djakarta, en route to new post as Commercial Attache, Toyko; available for private consultations with businessmen at Los Angeles Field Office, July 28, 29.

28—"Show You" In Office workshop for new exporters, Field Office, **St. Louis, Mo.** Sponsors: St. Louis REEC, World Trade Club, Chamber of Commerce.

30—Arkansas Industrial Procurement Conference, **Little Rock, Ark.** Sponsors: Arkansas State Development Commission, Department of Commerce. Speaker: Robert M. Kerr, BDSA.

30—Combined Kiwanis Clubs of Winston-Salem, N.C., luncheon. Robert E. Lee Hotel, **Winston-Salem, N.C.** Speaker: Charles J. Barrett, Bureau of International Commerce.

30—"Profits In Exports" Conference, 10 a.m., Public Service Electric and Gas Co., **Newark, N.J.** Sponsors: Public Service Electric and Gas Co. New York Field Office, Department of Commerce, New York REEC.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731.

CHICAGO, Ill., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: RIverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

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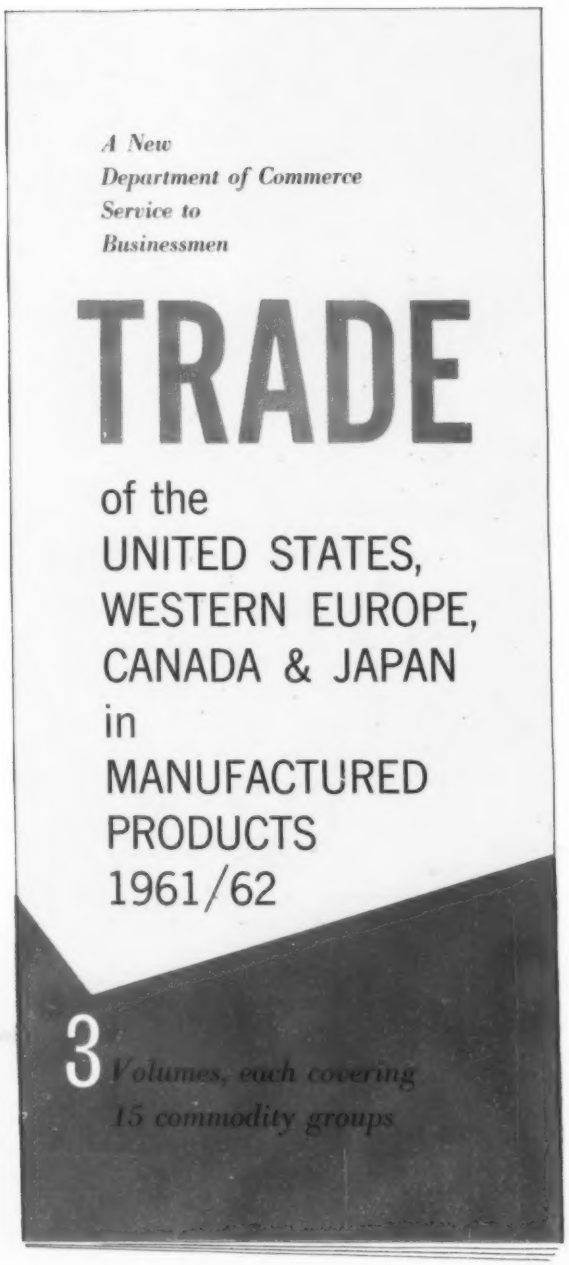

The Department of Commerce has just published a series of market-share studies for the U.S. businessman seeking business abroad.

The studies cover 380 groups of products bought and sold in 94 countries.

They show how much of each commodity the U.S. sells in each nation and how much the other industrial countries sell.

With this information, you can pinpoint the source and strength of your foreign competition and rank markets as to importance.

The market-share studies are $1 each. Ask Commerce for this catalogue/order blank.